



Digitized by the Internet Archive
in 2014

<https://archive.org/details/b19974760M3640>

Constant demand

"ABECEDIN" Vitamins A-B-C-D

TABLETS

Bottles	21	-	3/6
"	105	-	16/6
"	500	-	75/-
"	1,000	-	148/-

EMULSION

Bottles	4 oz.	-	5/-
"	16 "	-	19/-

FREE from Purchase Tax



- prompt delivery



3 & 4, CLEMENTS INN, LONDON, W.C.2

Telephone: HOLborn 1444

Telegrams: "NAPPCHEM, LONDON"

Trade in Transition

Change is the order of the day. There are shifts in the social and economic structure. Purchasing power is undergoing a change and values are far from stabilised. The trend in many a market is in the balance. New lines are being marketed and old lines which disappeared during the war are appearing in uncertain quantities but without the backing of formerly powerful advertising to ensure their re-establishment. In fact running a retail business just now is like navigating a ship in an uncharted sea.

What does a chemist look for in his dealings at a time like this? What do *you* look for when the marketing of a line is under consideration and you must decide how much of it to carry? Is it the reputation of the manufacturer who sponsors that line? Does he understand your business and is he governed by today's shifting trends? And has he judged right in the

past few years the avenues of opportunity to maintain or increase sales? In short does he produce *selling* lines?

In all the fog of cross trends, new values, new public needs and preferences tempered with inadequate supplies, three lines have consistently made solid progress and returned a progressively increasing nett to your till. They are Simpson's Foot Ointment, Simpson's Liniment and Simpson's "Nilblain". Other Simpson products, in earlier stages of development, are following exactly the same course. They are sales-tested pharmacy products. They are backed by well-informed marketing knowledge and an undertaking to relieve you of surplus end-of-season stock should this be necessary. And they are all C.F. products which carry a liberal margin of profit. You're safe in handling Simpson's products. They offer *every* safeguard and an assured turnover.

Announcement by

W. SIMPSON (Chemist) Ltd. IODINE HOUSE, MUSEUM STREET, W.C.1

party season



is here again

... and the Lilliputian³ hoards of sugar and sweets . . . jellies saved since August, and the candied peel Uncle Jim brought back from Cairo . . . will be finding their way to unsuspecting stomachs; stomachs long used to three ounces of this and two packets (per household !) of that.

Little wonder, then, that an indulgence which would pass unnoticed in times of plenty today sends folk to the medicine chest—or if that be empty—to the chemist.

'BiSoDoL' may be sold with confidence where relief is needed for any form of indigestion or stomach-upset. Now is the time to look to your stocks of 'BiSoDoL'. Supplies are adequate.

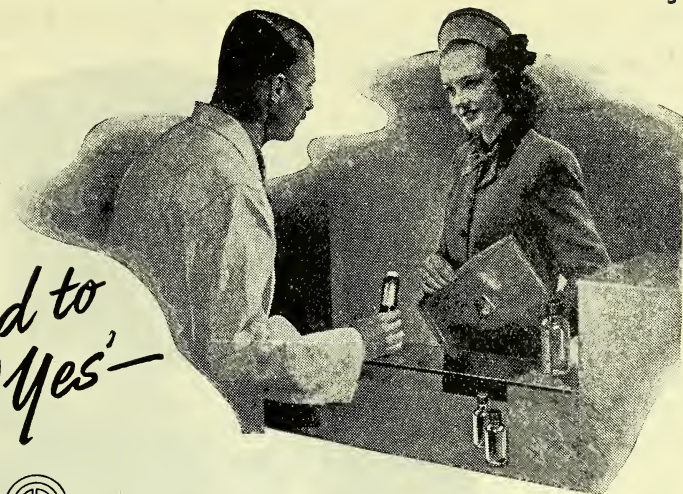
BiSoDoL

REGD. TRADE MARK

ANTACID-DIGESTANT

Sole distributors: KOLYNOS (Sales) LTD., CHENIES STREET, LONDON, W.

You'll
be glad to
say 'Yes'—



CROOKES HALIBUT OIL

Standard Bonus Parcels

		£	s	d.	BONUS
PARCEL G	12 x 15 c.c. Drops @ 5/- Retail Less 25% .. 10%	3	0	0	1 x 15 c.c. Drops
		2	5	0	RETAIL VALUE
		4	6		5/-
* Amount of cash with order		*2	0	6	
PARCEL H	36 x 5 c.c. Drops @ 2/- Retail Less 25% .. 10%	3	12	0	3 x 5 c.c. Drops
		1	7	0	RETAIL VALUE
		2	14	0	6/-
		5	5		
* Amount of cash with order		*2	8	7	
PARCEL J	12 x 30 c.c. Drops @ 9/- Retail Less 25% .. 10%	5	8	0	1 x 30 c.c. Drops
		4	1	0	RETAIL VALUE
		8	1		9/-
* Amount of cash with order		*3	12	11	
PARCEL K	72 x 5 c.c. Drops @ 2/- Retail Less 25% .. 10%	7	4	0	12 x 5 c.c. Drops
		1	16	0	RETAIL VALUE
		5	8	0	£1 4 0
		10	10		
* Amount of cash with order		*4	17	2	
PARCEL L	12 x 100 Capsules @ 8/6 Retail Less 25% .. 10%	5	2	0	1 x 100 Capsules
		1	5	6	RETAIL VALUE
		3	16	6	8/6
		7	8		
* Amount of cash with order		*3	8	10	
PARCEL M	36 x 100 Capsules @ 8/6 Retail Less 25% .. 10%	15	6	0	3 x 100 Capsules
		3	16	6	RETAIL VALUE
		11	9	6	£1 5 6
		1	3	0	
* Amount of cash with order		*10	6	6	
PARCEL O	24 x 100 Capsules @ 8/6 Retail 12 x 25 Capsules @ 2/6 Retail Less 25% .. 10%	10	4	0	2 x 100 Capsules
		1	10	0	RETAIL VALUE
		11	14	0	17/-
		2	18	6	
		8	15	6	
		17	7		
* Amount of cash with order		*7	17	11	

when your customers ask for CROOKES HALIBUT OIL

The unprecedented demand for dressed window displays and individual showcards renders it impossible for us to guarantee meeting all requests.

P.A.T.A.

TERMS OF SUPPLY : 1. Bonus in kind will be allowed only when one or more standard parcels G, H, J, K, L, M, O are ordered. 2. The order must be accompanied by cash. No pro-forma invoices can be issued. 3. Orders for broken parcels or unaccompanied by cash will not be entitled to bonus in kind, nor can the special discount of 10% be allowed. 4. Bonus in kind cannot be allowed on any other Halibut Oil products. 5. Orders for bonus parcels cannot be accepted by telephone. 6. No exceptions or variations to these terms can be made in any circumstances.

THE CROOKES LABORATORIES LIMITED
MARK ROYAL

LONDON, N.W.10

★ *Pharmacist and psychologist—the Chemist is both. His customers' purchases not only go into the medicine cupboard but sometimes give a glimpse of a skeleton there—troubles which the skill and wisdom of the Pharmacist does its best to overcome.*



Customers vary . . . there's the hypochondriac

You could sell her anything for anything but you are a Pharmacist — and a psychologist. You know that if she would stop worrying about x, she would sleep better and if she were less tired she would eat more. You can't do much about x, but you can put her on a course of Benger's Food which will soothe her digestion, rest her in body and mind and fill her with nourishment she can fully absorb. Naturally you don't pander to such customers . . . ***but you can invariably sell them Benger's.***

90% of your customers need
Benger's Food and are
being educated to ask for it.

INDEX TO ADVERTISERS

At Laboratories (England), Ltd.	14
a (Printing Machines), Ltd.	v
A-Dutch Pharmaceutical Co., Ltd.	20
A-Curlers	22
y & Weeks, Ltd.	xxvii
sons	29
er, R., & Son, Ltd.	30
es, Gowland & Co., Ltd.	28
es, M. H.	Col. Supp.
Honey Co., Ltd.	26
on, Clark & Co., Ltd.	v
aire Laboratories, Ltd.	xvi
ah, J. & J., Ltd.	32
& Sons, Ltd.	xiv
John, Hills & Lucas, Ltd.	Leader Page
er's, Ltd.	4
pegs, Ltd.	xx
, J., & Sons, Ltd.	vi
man, S., & Sons, Ltd.	xix
as, Ltd.	xxviii
s & Bamforth	iv
h and International Proprietaries, Ltd.	xxviii
h Dental Sticks, Ltd.	20
h Drug Houses, Ltd., The	i
h Rototherm Co., Ltd.	iv
h Schering, Ltd.	5
h Silac, Ltd.	xxii
ex Products, Ltd.	xxii
ley-Bowker Tablet Co., Ltd.	xxvi
ough, James, Ltd.	Leader Page
oughs Wellcome & Co.	33
, Beach & Gent, Ltd.	ii
Mumby (Productions), Ltd.	25
n Laboratories, Ltd.	xxii
olidated Glass, Ltd.	ix
Trade Association	xxii
Arthur H., & Co., Ltd.	8
kes Laboratories, Ltd.	3

Cross & Max, Ltd.	Leader Page
Cuticura Preparations	19
Dae Health Laboratories, Ltd.	9
Dales Aspirin Co.	15
Daniel, Richard, & Son, Ltd.	13
Devon, D.	30
Dimol Laboratories, Ltd.	10
Distillers Co., Ltd.	10
Dunhill Manfg., Ltd.	22
Dunlop Hot Water Bottles	ix
Dyanese, Ltd.	xviii
Edge, Wm., & Sons, Ltd.	viii
Emmet Distributing Co., Ltd.	28
Emsa Works & Herbert Foot Appliance, Ltd.	vii
Enolin (1926), Ltd.	26
Ex-Lax, Ltd.	16
Fassett & Johnson, Ltd.	xx
Favell, T. J., & Co., Ltd.	x
Paylene Manufacturing Co.	32
Fennings, A.	xxvi
Field & Co. (Aromatics), Ltd.	xxi
Franks, A., & Bartlett Co., Ltd.	18
Freudentheil, Smith & Co.	Leader Page
G.D. Trading & Engineering Co., Ltd.	xxii
Genatosan, Ltd.	xi
Glass Container Co.	xxviii
Gosheron, John, & Co., Ltd.	viii
Greeff, R. W., & Co., Ltd.	17
Guest, Thos., & Co., Ltd.	14
Haller Laboratories, Ltd.	xvi
Harcombe-Cooper (Sales), Ltd.	14
Harker, Stagg & Morgan, Ltd.	20
Harman Dietetic Laboratories, Ltd.	xxviii
Harrington's	xxviii
Harvey & Co. (Dublin), Ltd.	xxviii
Hatton (Exports), Ltd.	22
Herts Pharmaceuticals, Ltd.	Cover iv
Hirst, Stuart, Ltd.	Leader Page
Hough, Hoseason & Co., Ltd.	12
Industrial Tapes, Ltd.	xiii
Institute of Chemists-Opticians	xix
International Express Co., Ltd.	50

(continued overleaf)

British Schering

PRODUCTS

*consistently prescribed
by the medical man*

Dispensing service needs to be not only accurate but prompt. The following British Schering products are in full supply. To dispense them from stock is appreciated by prescriber and patient alike.

ALBUCID	DERMUCID	PROGYNON	THYROXINE
ATOPHAN	MEDINAL	PROGYNON B. OLEOSUM	UROSELECTAN B.
ATOPHANYL	NEUTRALON	PROLUTON	UROTROPIN
CHLORYLEN	NOVATOPHAN	SOLGANAL B. OLEOSUM	VALISAN
CORTIRON	ORALUTON	SYNTHALIN B.	VASANO
CYLOTROPIN	ORAVIRON	TESTOVIRON	VERAMON

British Schering price list will be sent on receipt of a penny stamp (paper restrictions)

BRITISH SCHERING LIMITED



167-169 Great Portland St., London, W.1
Telephone Welbeck 6554 (5 lines)

INDEX—(cont.)

Janssen's Herbal Tablets, Dr.	xxi	Rabok Manufacturing Co., Ltd.	
Jeffreys, Miller & Co., Ltd.	15	Reed Bros. (Engineering), Ltd.	
Jeyes' Laboratories, Ltd.	xiv	Rendell, W. J., Ltd.	
Jobling, J. A., & Co., Ltd.	iv	Reuter, R. J., Co., Ltd.	
Johnson & Johnson (G.B.), Ltd.	24	Roberts' Patent Filling Machine Co., Ltd.	
Johnson Agencies (Proprietaries), Ltd.	23	Roura & Forgas, Ltd.	
Kearsley, C. & G., Ltd.	15	Sale, Tilney & Co., Ltd.	
Keating, Thomas, Ltd.	xvii	Savory & Moore, Ltd.	
King, G., & Co., Ltd.	20	Scott, J. & K., Ltd.	
Knox, John (Stoke-on-Trent), Ltd.	32	Scurr, C. A.	
Kolynos (Sales), Ltd.	2	Seazell, A., & Co., Ltd.	
Leader, Joseph	xxiv	Sherley, A. F., & Co., Ltd.	
Leda Chemicals, Ltd.	xv	Shrank, P., Ltd.	
Lilly, Eli, & Co., Ltd.	Front Cover	Siemens Electric Lamps, Ltd.	
Liverpool School of Pharmacy	10	Sigal, S., & Co., Ltd.	
Lusty's Natural Products Co.	28	Simpson, J. W. (Chemist), Ltd.	
Macdonald, J.	vii	Singer, Ernest M.	
Madelox, Ltd.	24	Smith, T. J., & Nephew, Ltd.	
Marshall's Proprietaries, Ltd.	32	Societe Anonyme Des Drogueries D'Egypte ..	
Matthews, S., & Co., Ltd.	10	Soft Drinks Industry	
Maw, S., Son & Sons, Ltd.	11	Southon Laboratories, Ltd.	
Medico-Biological Laboratories, Ltd.	xxiii	Splendor, Ltd.	
Moore Medicinal Products, Ltd.	21	Stannard, A. E., Ltd.	
Napp, H. R., Ltd.	Cover ii, Leader Page	Stretch, Wilfred, & Co., Ltd.	
National Business Agency, Ltd.	Col. Supp.	Surgical & Manicure Specialists, Ltd.	
Nesfield, Eleanor, Ltd.	27	Surgical Equipment Supplies, Ltd.	
Newball & Mason, Ltd.	15	Suter, A. F., & Co., Ltd.	
Norridge & Co.	Col. Supp.	Sutton, W., & Co., Ltd.	
Oxo, Ltd.	34	Tampax, Ltd.	
Palestine Potash, Ltd.	ii	Thermogene Co.	
Paragon Razor Co., Ltd.	xxvi	Three Crowns Tablet Co.	
Parisek, Ltd.	v	Town Talk Polish Co.	
Patrick, James, & Co.	xxv	Verva, Ltd.	
Percenta, Ltd.	xviii	Vander, J. J., & Co., Ltd.	
Perihel, Ltd.	iii	Wander, A., Ltd.	
Phosferine (Ashton & Parsons), Ltd.	xxi	Watford Chemical Co., Ltd.	
Poplar Glassworks, Ltd.	iv	Whiffen & Sons, Ltd.	Cover
Porteus, Geo., & Sons (Leeds), Ltd.	iii	White, J. F., & Co., Ltd.	
Potter & Clarke, Ltd.	31	Wincox	
Pritchards, Ltd.	10	Wood, T., & Son (Cleckheaton), Ltd.	
Promedico Products, Ltd.	xviii	Yorkshire Pharmaceutical Industries, Ltd.	
		Zeal, G. H., Ltd.	
		Zems, Ltd.	

D.D.T. is now freely available. We are able to offer for prompt delivery from stock

D. D. T.

with a guaranteed minimum

80%

of the p.p. isomer

Various strengths of dusting powders are also available and enquiries are invited



WATFORD CHEMICAL CO. LTD

30 BAKER STREET, LONDON, W.1

Telephone: Welbeck 0264/8

Telegrams: Watchempro' Wesdo, Londe

A SIGN of mutual confidence



Women like to know where they can purchase Rendells Products — especially new customers. You can gain their confidence and their regular custom by letting them see that YOU stock these famous products for feminine hygiene. Just a small counter display, a dignified showcard, will be most helpful for new and regular customers.

PATA

W.J.RENDELL LTD. 161,ROSEBERY AVE, LONDON.E.C.I.

RENDELLS · SILATEX · SANTRON
MENSINOLE · RENDELL GELS

At YOUR Service !

- ★ THE SKILL OF THE SPECIALISTS
 - ★ THE EXTENSIVE RESOURCES AND
 - ★ THE TECHNICAL KNOWLEDGE
- of the*

'COX' ORGANISATION

PILLS • TABLETS (bulk or Packed) • SOLVELLÆ
 PHARMACEUTICALS • Packed SPECIALITIES

ARTHUR H. COX & CO. LTD. BRIGHTON

In the service of Pharmacy for over 100 years

VERVA

LIMITED

MANUFACTURING

CHEMISTS

COATED TABLETS

*We invite enquiries for coating of
 medicinal tablets to customer's
 specification.*

VERVA LTD HIGH PATH, MERTON, S.W. 19.

DON'T LET THIS HAPPEN TO YOU!



**WE'RE
OUT OF
VALDERMA
AGAIN!**

Always Keep a Good Stock of this Fast-selling Line

Valderma has quickly established itself with the public as the leading Antiseptic Balm. The whole Trade has confirmed this public preference.

will be maintained (a) because Valderma is a fine product; (b) because powerful advertisements are seen by over 35,000,000 people every month! Make sure you get your share of this good business. Keep a good stock of Valderma in hand.

ORDER TODAY. STANDARD SIZE 2/- a jar including tax. Trade price 15/- per doz. Purchase Tax 2/6 per doz.

LARGE SIZE 3/6 a jar including tax. Trade price 26/- per doz. Purchase Tax 4/4 per doz.



FAE HEALTH LABORATORIES LTD., 25/27, BERNERS STREET, LONDON, W.1.

For Christmas 1946

5/- & 9/2d.
Retail



- MORE ADVERTISING
- BETTER PACK
- LARGER SUPPLIES

For early delivery please place
your order now with the

SOLE DISTRIBUTORS:

MAW, SON & SONS LTD., BARNET

"FERUTE"

CHILDREN'S COUGH ELIXIR

EXTENSIVELY ADVERTISED

SEE BONUS TERMS!

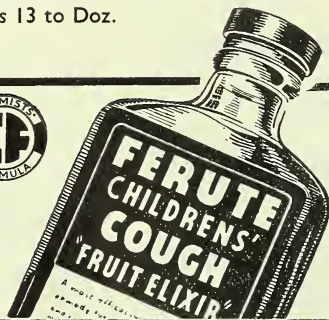
*A line with a
popular appeal—
in wide demand*

APPROX. ACTIVE CONSTITUENTS
EXT. SCILL. LIQ. 0.208%. EXT. IPECAC. LIQ.
0.042% LIQ. TOLU 3.33% ACID. PHOSPH.
0.125% ACID ACET. DIL. 0.5% GLYCER.
17.5% CONF. ROS. CAN. 3.5%.

CHILDREN LOVE IT — ORDER NOW!

RETAIL: 1/6 and 2/9

COST: 11/3 and 21/- per dozen
plus 16 $\frac{2}{3}$ P.T. **BONUS:** Assorted gross
lots 13 to Doz.



Made by:

HOUGH HOSEASON & CO. LTD.

Manufacturing Chemists

LEVENSHULME-MANCHESTER

MEMBERS OF THE P.A.T.A.



Grape sugar, phosphates and vitamins are all contained in Winox—not only a wine but a predigested food acceptable to enfeebled digestions. Because supplies are short, please help us to reserve available stocks for invalids only.



WINOX

THE MEAT AND MALT WINE

Sole distributors to the Pharmaceutical Trade :
BEAUFOYS WINES LTD., Villiers Road, Kingstons

ERNEST M. SINGER

5 WHITTINGTON AVENUE, E.C.3

Telephone: Mansion House 6666

MENTHOL CRYSTALS

PEPPERMINT OIL

CAMPHOR

GUMS : KORDOFAN, KARAYA,
TRAGACANTH, MYRRH
(WHOLE AND POWDERED)

**Essential Oils, Drugs
Shellac, Waxes, Chemicals**

IMPORT - - EXPORT

PENICILLIN

PRODUCTS



PENICILLIN LOZENGES B.P.

Bottles of 20 10d. each.

50 1/3 each.

PENICILLIN CREAM B.P.

25 gm. Jars, 1/6 each.

Freshly prepared and despatched by return post.

PENICILLIN CREAM BASE

24 gm. Jars, 9d. each.

For the preparation of Penicillin Cream.

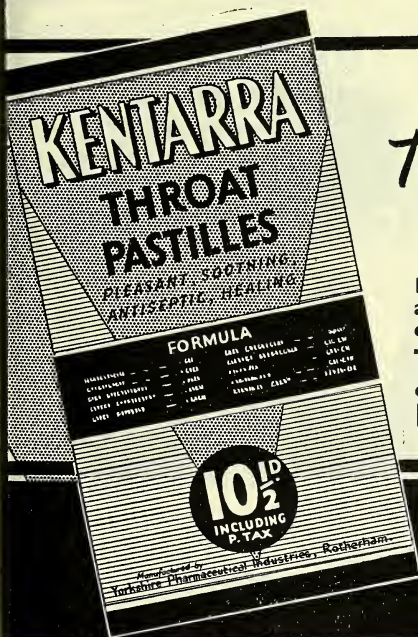
PENICILLIN OINTMENT B.P.

25 gm. Jars, 1/- each.

ALSO EYE OINTMENT, OPHTHALMIC TABLETS, HYPODERMIC TABLETS, OIL-WAX SUSPENSION & VIALS OF PENICILLIN FOR THE PREPARATION OF SOLUTIONS FOR INJECTION.

RICHARD DANIEL & SON, LTD., DERBY.

Phone: 4266 (3 lines).
Grams: Dania, Derby.



*The Time to stock
KENTARRA is now!*

Kentarra Throat Pastilles are pleasant to take—Antiseptic—Soothing and effective for all Throat troubles.

Trade Terms—Packed in boxes of 3 doz.—6/9 plus 1/1½ P.T. per doz.
Retail Price—10½d. ea. incl. P.T.

Manufactured by
**YORKSHIRE PHARMACEUTICAL
INDUSTRIES · ROTHERHAM**

'SURE SHIELD'



Products

Due to shortage of supplies, combined with the curtailment of our staff, we wish to assure our many trade friends that we are using every effort to maintain an equitable distribution of our Products.

Please Note

- 1st. All Orders are forwarded in strict rotation, and we are now 15 weeks behindhand in delivery.
- 2nd. Due to the position, all additions can only be treated as separate orders.
- 3rd. When writing with reference to an order on hand, please give **exact date** when sent on.

"SURE SHIELD"

Registered Trade Mark

IODISED THROAT TABLETS
FRUIT LAXATIVES
GLYCERINE OF THYMOL
PASTILLES

PASTILLES — LOZENGES
TABLETS

Thos. Guest & Co. Ltd. *Manufacturing Chemists*
Carruthers Street, Manchester, 4

HALIVER MALT

BRAND

(ABBOTT)

Owing to the increased cost of production and of raw materials, it has become necessary despite our constant efforts to maintain price at pre-war levels, to make an increase in the Retail Selling price of Haliver Malt (Abbott) to 4/9d. per 8 oz. bottle. This price adjustment is effective from 26th Oct. 1946.

Trade discounts remain unchanged.

TRADE



MARK

Literature and Price List on request.

ABBOTT LABORATORIES (ENGLAND) LTD
WADSWORTH ROAD PERIVALE MIDDLESEX



Trade Price: 47/-
per Gross Plus Purchase Tax or
£2-12-1. Cash with Order. 3 1/4d. Size: Trade Price
25/6 per Gross Plus Purchase Tax or £1-8-4. Cash
with Order. Palatable and efficacious. Limited
Supplies. Orders taken in strict rotation.
Carriage paid on Gross lots.
HARCOMBE COOPER (SALES) LTD.,
Roundhay Grange, Leeds, 8. Tel: 58980



FOR PROTECTION
AGAINST **COLDS**



P.A.T.A.

COMPLETE COURSE 7/6
Inclusive of Purchase Tax
Trade Discount 33½%

A product of **SOUTHON LABORATORIES LTD., LONDON, S.W.15.**

PSOBACTULIN
PROTECTION AGAINST COLDS

**6 CAPSULES TAKEN OVER 5 DAYS GIVE
MOST PEOPLE 3 MONTHS IMMUNITY**



POCKET CALENDARS

Placed on your counter these will promote good sales. Supplies available on request.

Sole Distributors :

CHAS. F. THACKRAY LTD.
Old Medical School, Park St. Leeds 1

WANTED

—works manufacturing pharmaceutical specialities—with or without equipment.

Write to 139/506 C. & D. Office.

Good! it's **MASON'S**
EXTRACT OF HERBS

The Chemists' FAVOURITE for over 75 YEARS

A 9d. bottle makes 6 gallons of delicious sparkling Mason's Herb Beer. **GOOD PROFITS—QUICK SALES**

Write for Trade Terms

MERRALL & MASON LTD., NOTTINGHAM. Est. 1850

MILLAMALT

The **VITAMIN
MALT FOOD**

Sole Manufacturers
JEFFREYS, MILLER & Co. Ltd. Leyland Mills, WIGAN. London Dept. 19 Brookside Rd. N.19

With Vitamins (A. 6,500 I.U., D. 400 I.U.) per fl. oz.

★ **SURE-SELLING STOCK!**
KEARSLEY'S

THE ORIGINAL

WIDOW WELCH'S FEMALE PILLS

- 9d. BOX PROFIT by ordering 1 dozen 2/10 size. Bonus box given on every dozen (13). It pays to push this size.

C&G. KEARSLEY LTD.
71 DARTMOUTH RD. LONDON SE 23

**Compressed
TABLET SERVICE**

WHOLESALE & EXPORT

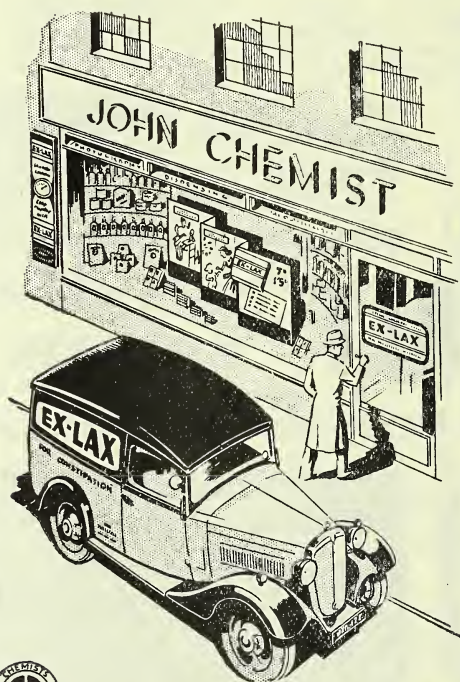
Reasonable estimates.
Clients' own material operated if desired.

The **DALES ASPIRIN AND TABLETING CO.**
Barrows Lane, STEETON, Yorks.

Do We Owe You a BONUS?

IF you have an old Ex-Lax Transparency Sign on show, we *do* owe you a bonus. And, rest assured, you will receive it when our representative reaches you.

Our sales staff are returning from war service, so you can look forward to a visit in the not-too-distant future. New Ex-Lax Transparency Signs are now available—old ones are being replaced throughout the country. So . . .



- If you have an old sign on which a bonus is overdue.
- If you are reserving a space from which an old sign has disappeared through reasons beyond your control.
- If you have space on your door for a new sign—

**PLEASE JUST WAIT
A LITTLE LONGER
UNTIL 'MR. EX-LAX'
CALLS!**

As our Chemist Friends know well, it is, and always has been, part of the Ex-Lax Policy to respect obligations and pay agreed bonuses in *all* circumstances—that's why it pays 'all-ways' to display

EX-LAX

RATA

EX-LAX LTD., SLOUGH, BUCKS.



GREEFF

TO ALL PARTS OF THE WORLD

FINE AND INDUSTRIAL CHEMICALS

PHARMACEUTICAL PRODUCTS

CRUDE DRUGS • PIGMENTS • SOLVENTS

COAL-TAR DERIVATIVES

R. W. GREEFF & CO. LTD.
12 FINSBURY CIRCUS, LONDON, E.C.2

LONDON WALL 5241

GREEFF, AVE, LONDON

CLEF*The Luxury Flapjack*

IN GOLD OR SILVER FINISH



Sole Distributors :—

ALFRED FRANKS & BARTLETT CO. LTD.

AUDREY HOUSE, ELY PLACE, LONDON, E.C.

Export Enquiries :—

HATTON (EXPORTS) LTD

AUDREY HOUSE, ELY PLACE, LONDON, E.C.

**SOAP
SHAVING STICK
OINTMENT
TALCUM**



*-for Sensitive
Skins!*

When Price Lists were

'Ten a Penny' . . .

it was not necessary to worry about receiving one. But paper restrictions still limit supplies. The new carefully revised **HARKER, STAGG & MORGAN LTD.** List will be available 1st December . . . See that you have the

GOOD LUCK



to receive yours by applying early

Free on request . . . an up-to-date Drug Trade Guide

HARKER, STAGG & MORGAN LTD. EMMOTT STREET, LONDON, E.I.

HOUSEWIVES ARE BEING TOLD
THAT IT'S **OATREX** FOR



The question of the hour is food and how families can get the most goodness out of available supplies.

OATREX is giving the answer in wide regional press advertising. It is telling how **OATREX**, prepared from the finest Scottish oats is rich in valuable "OATRITION" for building health and vitality.

Retail selling prices: Medium Ground (Green label) 1 lb. and 2 lb. 1/4 and 2/6. Fine Ground (Red label) 1 lb. and 2 lb. 1/5 and 2/8.

OATREX

KING'S FAMOUS PRE-COOKED OATMEAL

A Product of George
King & Co. Limited,
Kingsbury, London,
N.W.9.

Enquiries to Kings of Kingsbury (Sales) Ltd., 1, London Bridge S.E.1

WYNNOSPRITE

★Perfumers' Quality Spirit

GIVES PERFUME THAT PRE-WAR "PING"
AT LAST — IT LASTS
WITH WYNNOSPRITE IT DOESN'T FADE

NOTE—The scientific compounding of our special ingredients enables you to purchase Wynnospirite without spirit licence or requisition forms.

ANGLO-DUTCH PHARMACEUTICAL CO. LTD.
110 DALE END . BIRMINGHAM 4

DENTAL STICKS

Almost unlimited stocks are now available of Dental Sticks, including Stimulators, Whalebone Sticks, Hard Wood Sticks, Soft Wood Sticks and Firm Wood Sticks.

Price List and Samples from :

BRITISH DENTAL STICKS LIMITED
Newcastle-on-Tyne, 4

The BEST The DEEDON

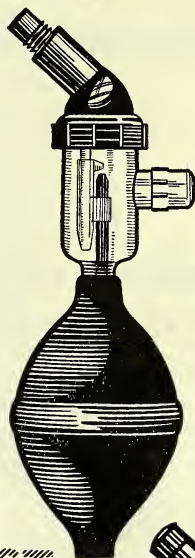
HOME MODEL

24/-



Models suitable for all purposes; widely adopted for the administration of PENICILLIN by inhalation—descriptive brochure gladly sent. The DEEDON Inhalers are all-plastic, including syphon and air tube, are unbreakable and guaranteed for 1 year.

ALL PLASTICS INHALERS



POCKET MODEL

18/-

and the

SECOND BEST

The BON-ACCORD (PLASTICS) INHALER

Plastics reservoir, cap and base piece, with glass syphon. Neat, robust and sells at 27 per cent. less than similar inhalers.

13/6



MOORE MEDICINAL PRODUCTS LTD · ABERDEEN · SCOTLAND

YOU CAN EXPORT TO AMERICA

Mr. M. E. ROTE of HATTON (Exports) LTD. has just returned from a visit to the United States of America with enquiries for British Made Druggists' sundries, including the following items:—

LEATHER WRIST STRAPS One piece single or double

FINGER STALLS Leather and Chamois

FINGER COTS RUBBER

INFANTS' COMBS and BRUSHES Nylon or Goats' Hair

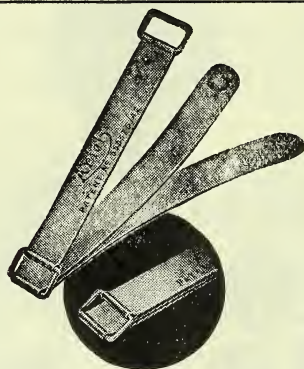
INFANTS' RECTAL SYRINGES All Sizes

RUBBER EAR and ULCER SYRINGES All Sizes

HOUSEHOLD and SURGICAL GLOVES

HATTON (Exports) Ltd. will be pleased to receive samples and prices of any merchandise such as above and which can be offered through their associated houses in America. Payment London.

AUDREY HOUSE, ELY PLACE, LONDON, E.C.1.

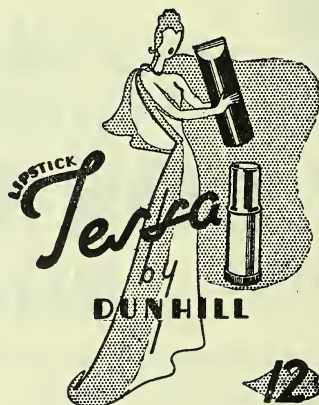


ARIEL CURLERS

*Obtainable through your
usual wholesaler*

MADE BY S & D RIVET CO LTD
TEMPLE ROAD · LEICESTER

L I P S T I C K S

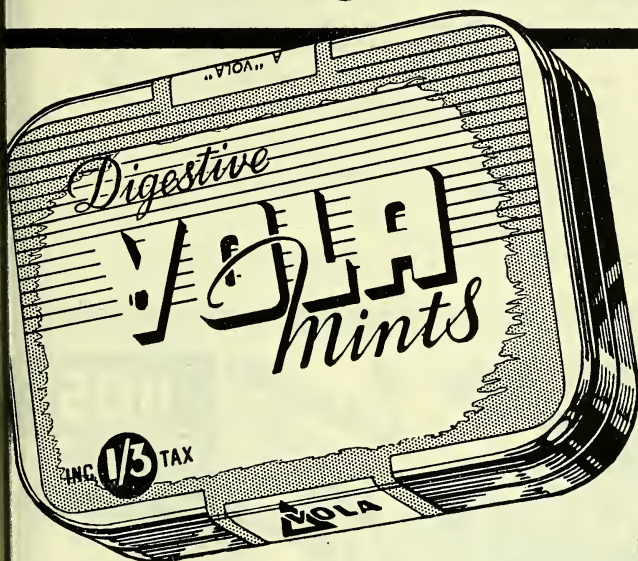


We are now able to supply three dozen screw up cases engraved Tessa by Dunhill with each order of one gross retils

J. DUNHILL MANUFACTURING CO. LTD.
17 WOODSTOCK STREET · LONDON, W.1

ENGLAND'S MOST EXCLUSIVE LIPSTICK

An Important announcement (Change of Name)



WHITEMINTS ARE
NOW MARKETING
UNDER REGD.
TRADE NAME
VOLA - MINTS



These Small but Hard Tablets

SELL ON SIGHT

DOZ. LOTS 7'6 DOZ. PLUS TAX · RETAIL 1'3

Order through your usual wholesaler or direct

JOHNSON AGENCIES (PTY) LTD

CARENDON WORKS, CLARENDON ROAD, CROYDON, SURREY

Johnson & Johnson

(GT. BRITAIN) LIMITED

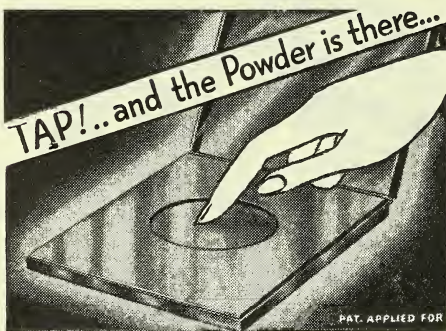
LARGEST SURGICAL DRESSING MANUFACTURERS IN THE WORLD

Makers of the famous 'ELASTIKON' elastic adhesive bandages and plasters, 'Zo' plasters, 'BAND-AID' adhesive dressings, N.H.I. dressings, 'NEAT-EDGE' non-fray W.O.W. bandages, suspensory bandages, crepe bandages, 'FAIRLIE' cotton wool, Red Chain and all B.P.C. and hospital quality dressings.

JOHNSON & JOHNSON (GT. BRITAIN) LIMITED
SLOUGH, BUCKS and GARGRAVE, YORKS.

Associated Companies:

JOHNSON & JOHNSON, New Brunswick, U.S.A.
JOHNSON & JOHNSON DE ARGENTINA, Buenos Aires
JOHNSON & JOHNSON, Chicago, U.S.A.
JOHNSON & JOHNSON LTD., Montreal, Canada
JOHNSON & JOHNSON (Ireland) LTD., Dublin
JOHNSON & JOHNSON DE MEXICO CITY
JOHNSON & JOHNSON (Proprietary) LTD., East London, S. Africa
JOHNSON & JOHNSON Pty., LTD., Sydney, Australia



Shake as you will the powder cannot escape — one tap on the disc and Presto! — there is the powder, ready for use.

The "Non-Spill" is finely constructed with no sifter to replace, and finished in a variety of attractive designs.

The New "NON-SPILL" POWDER COMPACT

Wholesale, Retail & Export enquiries to
Sole Distributors

MADELOX LIMITED

168, CORPORATION STREET, MANCHESTER, 4

Telephone: BLACKFRIARS 0177/8

*A
Ladder stop
that is
NOT a
Nail Varnish*

HOSE GUARD

Hose Guard stops ladders instantly, yet the material remains soft, it does not harden the finest stocking or prevent it being invisibly mended.

Hose Guard is a chemical solution made specially for hosiery; has been acclaimed by many leading actresses and nationally advertised.

Supplied in small bottles for the handbag to retail at 1/-
Attractive display packs ready for your counter containing 2 dozen bottles.

Obtainable from

SALE TILNEY & CO. LTD.
3 LLOYDS AVENUE, LONDON, E.C.

Just a few reasons...

... why Evening Glory Shampoo is such a good seller. It is pleasant and easy to use. All ingredients are of the highest quality. Once used it makes a regular customer.

NATIONALLY ADVERTISED in Daily and Sunday Press, Provincial Press, Weekly Periodicals, all popular Women's Publications and on giant Hoardings, Buses, Trams, Railways.

36/- per gross inc. tax. Extra 5% discount on 3 gross. Cash or C.O.D.

Evening Glory
SOAPLESS SHAMPOO

Send orders to Sole Selling Agent:
CHARLES H. S. BLAKEY
111 Market Common, Gainsborough, Lincs.
Tel.: Scotter 213
Post Office: 19 Eastcheap, E.C.3 Tel.: MAN. 0303/6070

Manufactured by:
JOHN MUMBY (PRODUCTIONS) LTD
Leatherthorpe - - Lincolnshire

RETAIL PRICE 4^d EACH

BEAR BRAND HONEY

BULK AND PACKED

FOR MANUFACTURING
AND TABLE USE

L. GARVIN & Co. Ltd.

BRANCH

THE BEAR HONEY CO. LTD.

ISLEWORTH, MIDDLESEX

Hounslow 3483/4

ENOLIN

**PEROXIDE and MAGNESIA
TOOTHPASTE**

We are happy to advise the Wholesale Trade that reasonable quantities of "Enolin Peroxide and Magnesia Toothpaste" are now available. Deliveries will be effected in strict rotation.

Retailers are asked to apply to their wholesalers for available stocks.

**ENOLIN
TOOTHPASTE**

Retail 1/3 per Tube

*For Whiter and
Even Whiter Teeth*

Enquiries to:-

ENOLIN (1926) LIMITED
168 Warbreck Moor - Liverpool - 9



Galjado

**SCURF & DANDRUFF
LOTION**

The Original GUARANTEED Tonic

S. SIGAL & CO. LTD.

MANUFACTURERS OF EXCLUSIVE
TOILET PREPARATIONS.

47 TABERNACLE ST., LONDON, E.C.2

PLASTIC *DUST COMB*

Made from Plastics

— strong, pliable.

Prompt deliveries.

Write for sample,

prices, etc.



A. SEAZELL & CO.

56 Staniforth St., B'm'ham 4

Tel : Aston Cross 5329

S. 8

THERMOGENE VAPOUR RUB



If you are asked for "a jar of T.V.R."

— this is what is wanted

Made by the makers of THERMOGENE MEDICATED WADDING

THE MANUFACTURERS OF

Del Vost

A BEAUTY CREAM OF
REMARKABLE QUALITY
AND PURITY

OPEN "FOUNDER-STOCKISTS" LIST OF CHEMISTS PLACING
IMMEDIATE ORDERS, TO ENSURE FAIR PRIORITY OF
FURTHER SUPPLIES FOR REPLACEMENT OF SALES.

BE ON THIS LIST WILL BE WORTH WHILE BECAUSE :

DEL VOST is to be one of the biggest sellers
Cosmetics. The product is right, so is the
pack, so is the price — and advertising will
be appearing in a few short weeks in the
most influential and large circulation Sunday
newspapers to launch DEL VOST on its way
among the leaders in the field.

DEL VOST is not a new product, it has
been on the market for a number of years,
selling purely on recommendation and
great selling on its own quality. Although
its sales have not been large the clientele
it has is a solid one, which is good enough
evidence that DEL VOST has everything for

being the big sales success it is planned to be.
This advertising is the initial phase of a long
term policy to make DEL VOST universally
known and used.

Founder Stockists — those who order now at
the founding of this future "selling force"
— will be able to pick the plums of the
DEL VOST sales. For they will be the first
to be supplied and with as much continuity
as manufacturing and supply conditions will
permit. DEL VOST will sell, and it will
repeat. Please keep your order for immediate
delivery as small as possible for supplies are
limited. Send it to your distributor below.

Wake up your mind to
Wake up better

... and you will eventually try DEL
VOST ... a pleasure to come since its
skin smooth texture and the matt finish
of fresh feel it gives to the skin will
tempt you, whether you use it as a
foundation for a light subtle make-up
generously for a glamorous one.

DEL VOST is indeed a safe, gentle refreshing all-
purpose cream of remarkable quality and purity.

DEL VOST

from Timothy White's and Taylors and
all good Chemists, Hattergers and
others 2d per jar - smaller size 1d
wholesale 10d.

Del Vost

ALL PURPOSE
CREAM

Reproduction of
DEL VOST
advertisement
to appear in the
influential

big circulation Sunday newspapers
... and in the maximum size spaces

Del Vost

A HIGH QUALITY
ALL PURPOSE CREAM

RETAILS AT 3/4 PER JAR
HANDBAG SIZE 1/8 PER JAR
USUAL TRADE TERMS

DISTRIBUTORS: England and Wales:
Eleanor Nesfield Limited, Hough Hall,
Manchester, 10. Scotland: George Stirling
Limited, Ingram Street, Glasgow, C.I.

EMMET'S

believe in

ADVERTISING

The National Press, the Provincial and local Press, and the Cinemas throughout the country, support the sale of these Emmet lines over the whole area of their distribution.

VELOCIUM

WARDS OFF COLDS!

A C.F. and P.A.T.A. line
Retailing at 1/5 and 3/4.
Sold only through qualified chemists.



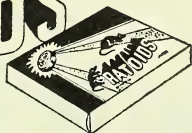
CMP

FOR ASTHMA

Sold through qualified chemists
at 10/- under refund guarantee.

RATOIDS

Red Squill Biscuits for
Rats, 1/9, 4/9, 40/-.
Crumbs for Mice - 1/2.



BOW-WOW!

DOG POWDERS

Tonic, aperient and
digestive. 9 powders for 7d.

HERBALENE

It's worth stocking!

There is an ever increasing demand for HERBALENE, ensured by national advertising and the recommendations of satisfied users. This laxative gently and effectively promotes the natural functioning of the internal system and purifies the blood. It is equally suitable for children and adults.

Retail price: 1/4d. and 2/3d. per packet.

Attractive showcard on request.

LUSTY'S NATURAL PRODUCTS
WESTCLIFF-ON-SEA, ESSEX.

Dr. White's



Manufactured only by

J. F. WHITE & CO., LTD.

Lovington Laboratory, Bermon St., Leeds,



Bismurella
PERFUMES

can now be supplied...

LA VICTOIRE and three other bouquets
— *Coquine, Fleuri* and *Bryere*. Supplies
are limited so order yours NOW!

Singly-boxed 36/- per doz. Retail price
(including Tax) 7/6 each

In Two's 74/- per doz. Retail price
(including Tax) 15/5 each

In Four's 144/- per doz. Retail price
(including Tax) 30/- each

★ *English Agents: BARNES, GOWLAND & CO. LTD.*
6 Drapers' Gardens, Throgmorton Avenue, London, E.C.4
Telephone: CENTral 0465/6



BY APPOINTMENT
PERFUMERS TO H.M. THE KING
J. & E. ATKINSON LTD.

ATKINSONS

GOLD MEDAL

Eau de Cologne

Outstanding quality gained for Atkinsons Eau de Cologne the award of their first Gold Medal at the great Paris Exhibition of 1878, and it has always been their policy and pride to maintain this same high standard. The demand is greater today than ever for such fine Eau de Cologne, but only now has it become possible for Atkinsons to offer to their friends in the trade the quality they expect. Supplies are still limited, but are being fairly allocated.

J. & E. ATKINSON LIMITED

24 Old Bond Street, London, W.1

Stannard's

ORIGINAL

**NOW Production
keeps pace
with rapidly
rising sales**



KOFFS

Bronchial tablets. In cartons—Retail 1/3; Trade 9/-. plus 1/6 P.T., per doz., in 1-doz. display outers. In "Handy-Pak," Tubes—Retail 8d.; Trade 5/-. plus 10d. P.T. per doz., in 3-doz. display outers.

Antiseptic THROAT MINTS

A rapid all-the-year round seller. In attractive cellophane enveloped 2-colour envelopes. Retail 8d.; Trade 5/-. plus 10d. P.T., per doz.

Sweet-breaths

The antiseptic and antacid breath deodorant. In pastel-shade cartons. Retail 9d.; Trade 5/-. plus 10d. P.T., per doz., in 3-doz. display outers.

Roselip

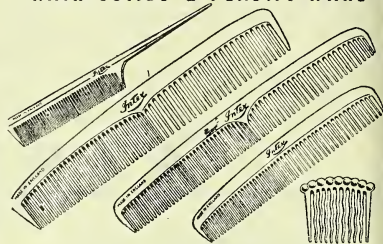
The medicated balm in lipstick form for sore and cracked lips. In pink and gold tubes. Retail 1/6; Trade 9/6, plus 3/2 P.T., per doz., in 3-doz. display outers.

ICE BALM

For headaches, catarrh, fatigue. A compound preparation in lipstick form containing 20 p.c. pure menthol. In blue and silver tubes. Retail 1/5; Trade 10/-. plus 1/8 P.T., per doz., in 3-doz. display outers.

A. E. STANNARD LTD.
MANUFACTURING CHEMISTS
TADWORTH, SURREY Burgh Heath 2318

THE
NAME
FOR WHICH
TO LOOK
WHEN
BUYING
HAIR COMBS & PLASTIC WARE



**OUTSTANDING in QUALITY
and DESIGN**

CABLES: "INTEXPRESS," LONDON
INTERNATIONAL EXPRESS COMPANY LTD.
IMPERIAL HOUSE, REGENT STREET,
LONDON, W.1, ENGLAND

DEVON LILAC TALCUM POWDER



A delicate and delightfully perfumed Talcum Powder, of exceedingly fine texture—smooth and refreshing. The metal container of an attractive shade of Turquoise Blue—fitted with an efficient sprinkler device to ensure economy in use. Immediate supplies available for the export market.

Inquiries invited.

Telephone: PADddington 271
Cables: DEEDYKEM, London
A DEPENDABLE PRODUCT OF

D · DEVON · NORFOLK PLACE · LONDON · W2

ESTABLISHED 1793

ATKINSON & BARKER'S INFANTS' PRESERVATIVE

The Best and Safest Infants' Medicine of
150 years' standing

Does not contain any Scheduled Poison

ROBERT BARKER & SON, LTD.
18 WESLEY ST., C. en M., MANCHESTER



Thompson's

$\frac{1}{2}$ lb. Retail 2/4 $\frac{1}{2}$ —22/6 doz.

1 lb. „ 4/1 —38/6 „

No Purchase Tax

Dandelion Coffee Essence :

11 $\frac{1}{2}$ d. bottles — 9/- doz.

1/5 $\frac{1}{2}$ „ —13/6 „

No Purchase Tax

DANDELION COFFEE

Packed in hermetically sealed tins, thus retaining all the natural aroma of Dandelion Coffee. Owing to shortage of tins, this is occasionally packed in paper wrappers, but we are doing our best to avoid this.



POTTER & CLARKE

LIMITED

60-64 ARTILLERY LANE, LONDON, E.1

Phone : B1Shopsgate 4761. Grams : Horehound, Phone, London

77 DANTZIC STREET, MANCHESTER

Phone : Blackfriars 8734.

Grams : Horehound, Manchester

POST-WAR MARKET NEWS

summarising post-war opportunities, special notices, new packaging and new products

HALMAGON

Brand

Tablets

AIDS MALNUTRITION

*Nature's
Cell Nutrient*

Write for NEW Showcard

4-Tube Box ... 3/11½

15 " " ... 11/10

(Including Purchase Tax)

Sole Distributors:

MARSHALL'S PROPRIETARIES LTD.
127-133 HIGH ST., CROYDON, S.W.

A reputation for reliability . . .

"Sentinel"

ALL COTTON WOOL

SANI-TOWELS

"with the soft seamless knitted covering"

SIZES 1, 2, 3 AND MATERNITY also

'KUMFEX' SOLUBLE (all with loop ends)

★Supplies unfortunately restricted at present

SPLENDOR LTD. Nottingham & London

Dr. KNOX'S

RAPID COLD CURE

8oz. Retail 1/6 including Tax.

NOW IN GOOD SUPPLY

1 dozen - 10/- per dozen

3 dozen - 9/6 " "

12 dozen - 9/- " "

Plus ½ Tax.....P.A.T.A.

JOHN KNOX

(Stoke-on-Trent) Ltd.,
Cannon Street, Hanley,
Stoke-on-Trent

(Midland) Ltd.,
36/38 Dean Street,
Birmingham 5



Eau de Cologne and Beauty Aids

BLUE AND GOLD LABEL

MADE IN ENGLAND

All enquiries to:-

P.A.T.A.

R. J. REUTER COMPANY, LTD.

"4711" FACTORY, SLOUGH, BUCKS

THERE IS NOT SUFFICIENT

Beaulah's

FAMOUS
MALTED
MILK

FOR ALL THE PEOPLE
WHO WANT IT

Our policy therefore is to distribute
all available supplies to our Chemist

Friends only

In one popular size only at present

2/3

J. & J. BEAULAH LIMITED,
BOSTON, Lincs.



RAW MATERIALS

ALL GRADES FOR ALL TRADES

including Manufacturing Chemists, Food-
stuffs, Mineral Water, Bakery and
Confectionery, Leather, Textile, Paper,
Laundry and Dry Cleaning, Cosmetics
and Perfumery.

HIGHEST QUALITY GUARANTEED

The Faylene Manufacturing Co.

15 QUEENS COURT, LOWER BRIGGATE,
LEEDS, I

Phone - - - LEEDS 22594

WHEN CUSTOMERS ASK FOR ASPIRIN



The chemist who recommends 'Tabloid' brand Aspirin is doing more than effecting an immediate sale — he is building up valuable goodwill. Customers are quick to appreciate the fine finish, rapid disintegration and consistent action of this high-quality product. Display and recommend 'Tabloid' brand Aspirin; every sale is a worth-while transaction.

'TABLOID' BRAND ASPIRIN

Gr. 5, bottles of 25, 1/0, plus 1½d. Purchase Tax.

Gr. 5, bottles of 100, 2/10, plus 4½d. Purchase Tax.

Retail prices, subject to trade discount.



BURROUGHS WELLCOME & CO. (THE WELLCOME FOUNDATION LTD.) LONDON

(T.18.)



PATA

"Dr. JENNER'S ABSORBENT LOZENGES"

Trade Mark *Digestive Tablets* Brand

The proved specific for digestive disorders is "Dr. Jenner's Absorbent Lozenges"—discovered 150 years ago by the great pioneer of vaccination. They are one of the very few proprietary medicines which are regularly prescribed both by General Practitioners and by Specialists.

"MEDILAX"

Trade Mark *Laxative Pellets* Brand

Something more persuasive.

"MORYL"

Trade Mark *Carbachol* Brand

Powerful parasympathetic stimulant.
AMPOULES 3-10-100 TABLETS 20-50-250

"TETRONOX"

Trade Mark *Reliable hypnotic and sedative.* Brand

10 & 100 TABLETS

MARTINDALE

"E.S.T.P"

Trade Mark *Ether-Soluble Tar Paste* Brand

An advance in coal tar therapy.
2-oz. and 16-oz.

MARTINDALE

"STERULES"

Trade Mark *Wide range of products for injection.* Brand

SQUIBB

"QUINOLOR"

Trade Mark *Compound Ointment* Brand

Tissue-repair promoting Antiseptic.
1-oz. and 16-oz.

Full details on request to:—

Savory & Moore Ltd.

Chemists to The King

Lawrence Road, Tottenham, N.15
or Wm. Martindale, 50 Wigmore Street, W.1

"OXOID"

The word "OXOID" is the trade mark of OXO Ltd., and is used in connection with their therapeutical preparations both in tablet and fluid extract form.

ORGANO-THERAPEUTICAL PRODUCTS

OXO LABORATORY PREPARATIONS

HORMONES OESTRIN

Indications: Menopause; Menstrual Irregularities; Uterine Inertia; Amenorrhoea; Pruritus Vulvae; Suppression of Lactation.

Tablets: 1000 I.U. Ampoules: 1000-50000 I.U.

STILBOESTROL

Indications: As for Oestrin.

A highly potent oestrogenous substance for oral administration.

Tablets: 0.5 mg., 1.0 mg. and 5.0 mg.
Ampoules: 1.0 and 5.0 mg.

PROGESTERONE

Indications: Habitual Abortion; Menorrhagia; Functional Uterine Haemorrhage; Dysmenorrhoea; Toxaemia of Pregnancy.

Ampoules: 1.0 mg., 2.0 mg. and 5.0 mg.

"PITOXYLIN" PITUITARY EXTRACT (P.L.)

Licensed, and standardised in accordance with the Therapeutic Substances Act. For the Induction of Labour; Uterine Inertia; Post Partum Haemorrhage; Surgical Shock; Diabetes Insipidus.

Ampoules: 5, 10 and 20 I.U.

ADRENALIN

Useful for the treatment of Asthma; Epistaxis; Tonsillitis; Hay Fever; Influenzal Crisis; Surgical Shock; etc.

Solution: 1 in 100 and 1 in 1000 Ampoules: 1 in 1000.

OXO LIMITED
THAMES HOUSE, LONDON, E.C.4



OXO LABORATORY PREPARATIONS



The



CHEMIST AND DRUGGIST

For RETAILER—WHOLESALE—MANUFACTURER

Published weekly at 28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams: "CHEMICUS, ESTRAND LONDON."

Telephone: CENTRAL 6565 (10 lines)

CONTENTS

Alleged Wrongful Dismissal...	692	Marriages	698
Books, New	723	Miscellaneous Inquiries	725
Business Changes	695	Mr. Linstead Looks Ahead	714
Business Queries and Answers	724	Overseas Trade News	721
Coming Events	700	Personalities	698
Company News	695	Presentation and Visit	699
Cosmetic Prices Increases: the Facts	700	P.A.T.A.	697
Deaths	698	Scottish Pharmaceutical Federation	716
Debate on Proprietary Medicines	715	The Week in Parliament	694
Dublin Students' Annual Meeting	716	TOILET PREPARATIONS AND	
Editorial Articles:—		PERFUMERY MANUFACTURERS'	
Cosmetic Industry Progress	709	FEDERATION	701
Increase in Export Trade	710	Topical Reflections	693
Trade Marks in Spain	710	Trade Marks	726
A Knock on the Door	711	Trade Notes	696
Insurance Act Dispensing	722	Trade Report	717
Irish News	691	Wills	698
London Medical Exhibition	712	£3,551 in Fines...	699

NEWS OF THE WEEK

German War-time Patent Specifications.—Patent specifications from the Berlin Patent Office, covering war-time developments in German industry and research, will be inspected at the Patent Office Library, 25 Southampton Buildings, Chancery Lane, London, W.C.2.

Brushes in Plastics.—A Board of Trade Order (S.R. & O., 1946, No. 1995) which comes into force on November 29, frees from control, under the Miscellaneous Goods (Prohibition of Manufacture and Supply) Order, nail, hair and shaving brushes made wholly or partly of plastic material.

Drawback on Wood Tar.—Under the Import Duties (Drawback) (No. 2) Order, 1946 (S.R. & O., 1946, No. 1912), which comes into operation on November 20, drawback is allowed on average quantities of 10 tons of unrefined wood tar per ton of refined product manufactured. The rate is 5s. per ton.

Atomic Education Appeal.—A group of scientists headed by Professor Albert Einstein has issued an appeal in New York for £250,000 in public subscriptions, to be

used in educating the community in the social implications of atomic energy and the steps necessary to avoid the destruction of civilisation.

New Element Isolated.—The isolation in a pure form of americium, one of four newly discovered elements in the release of atomic energy, was announced at a recent meeting of the American Chemical Society by Professor Glenn T. Seagrave, University of California. The research work leading to the isolation of americium and the determination of its chemical properties was done by Dr. B. B. Cunningham at the University of Chicago.

Presentation to Territorial Manager.—At a reception held in London on November 27, a silver tea set and a cut glass vase were presented to Mr. A. V. Shelton, a territorial general manager of Boots, Ltd., in the London area, by members of the staff of the shops under his management. The presentation to Mr. Shelton, who has now been transferred to a new territory, was made by Mr. Weeks, manager of St. Albans branch of the company.

Approval of Insecticides.—The Ministry of Agriculture and Fisheries and the Department of Agriculture for Scotland will now accept applications from manufacturers for the official approval of proprietary formaldehyde, metaldehyde, pyrethrum insecticides, derris-pyrethrum insecticides and tar-petroleum oil winter washes. Application forms may be obtained from the secretary of the Advisory Committee, Plant Pathology Laboratory, Milton Road, Harpenden, Herts.

Exemptions from Key Industry Duty.—The question of the renewal of the Safeguarding of Industry (Exemption) (No. 4) Order, 1946, made under the Finance Act, 1926, as amended by the Import Duties (Emergency Provisions) Act, 1939, and the Finance Act, 1941, is now under consideration by the Board of Trade. A full list of the articles covered by the Order, which exempts them from Key Industry Duty until December 31, is given in the November 16 issue of the "Board of Trade Journal."

British Pharmaceutical Conference.—The annual meeting of the British Pharmaceutical Conference for 1947 will be held in Torquay from September 15 to September 19. Members of the Conference who intend to be present should make hotel reservations not later than January 31. Particulars and tariffs of local hotels will be sent on application to either Mr. T. D. Evans, 2 Tor Hill Road, Castle Circus, Torquay, or Mr. L. W. Davies, 46 Fleet Street, Torquay.

"Industrial Ten" Coupons.—The Board of Trade announces that the "industrial ten" clothing coupon supplement for 1946-47 will be issued on or after December 2 by local offices of the Ministry of Labour and National Service, at which full particulars will be supplied. The list of qualifying occupations is increased by the addition of "medicinal dispensers" and hairdressers, admitted on June 17, and certain others. No changes have been made in the arrangements for obtaining the coupons.

Token Imports from Holland.—The scheme for allowing a small flow of imports of certain goods, to be known as "Token Imports," into Britain has been extended to imports from Holland, and imports of the listed goods will be admitted at the yearly rate of 20 per cent of the value of the pre-war trade. Applications for licences to import the goods will be considered only when accompanied by a copy of the Dutch manufacturer's export licence, endorsed by

the Dutch Central Import and Export Service with a certificate that the goods to be sent come within the Token Import Quota. Further, they must be accompanied by a copy of Dutch export licences with the required guarantee from the Dutch Central Import and Export Service. Applications should be made to the Import Licensing Department, Board of Trade, 189 Regent Street, London, W.1.

Standardising Curare.—A recently constituted anaesthetics committee appointed by the Medical Research Council and Royal Society of Medicine is considering the standardisation of curare. At present there are two preparations, one crystalline and the other amorphous, on the market, both of which depend for their activity on *d*-tubocurarine chloride, but the amorphous preparation, Intocostarin, possesses only about one-quarter of the activity of the crystalline material. There is also evidence that the dose varies to some extent with the state of health of the patient. The committee recommends at present, therefore, that the dose should be based on the individual reaction to an initial small dose and in the average healthy adult this could be 10-15 mgm. of *d*-tubocurarine chloride, or 40-60 mgm. of Intocostarin. This recommendation is qualified by the fact that in an otherwise healthy man with a recent perforated gastric ulcer, 5 mgm. *d*-tubocurarine had been found sufficient, however, and 15 mgm. would probably have been considered an overdose.

Pharmaceutical Liaison Committee.—According to a statement issued by the Ministry of Health on November 20, the meeting of the Pharmaceutical Liaison Committee (see *C. & D.*, August 3, p. 1 and August 10, p. 174) was held on October 16, under the chairmanship of Sir Weldon Dalrymple-Champneys (deputy-chief medical officer, Ministry of Health). The meeting was attended, says the statement, by representatives appointed permanently from the Pharmaceutical Society, the British Pharmacopœia Commission, the National Pharmaceutical Union, the Wholesale Drug Trade Association and the pharmaceutical export group, and by representatives of the Ministry of Health, the Department of Health for Scotland, the Ministry of Supply, the Ministry of Food, the War Office, the Admiralty and the Air Ministry. Permanent representatives may name additional representatives to attend particular meetings in an expert capacity. Certain other Government departments will send representatives

atives when subjects of particular interest to them are to be discussed. Communications should be addressed to Miss C. Ley-Stark (secretary of the committee), Ministry of Health, London, S.W.1.

LOCAL NEWS

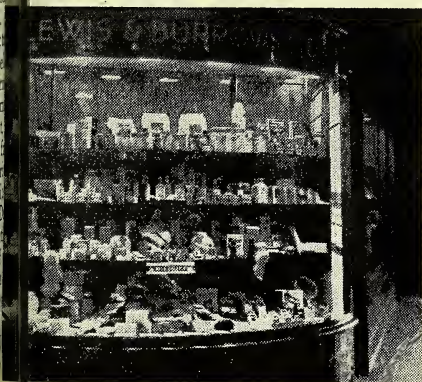
North London "Members' Night."—As given by members at a recent meeting of the North London Pharmaceutical Association included a description of experiments in the Army by Mr. A. C. Curd; an explanation of routine blood examination, illustrated with microscope slides, by Mr. C. Spencer; and an account of latest penicillin developments by Mr. A. E. Pitt.

Presentation to Retiring Secretary.—The annual dinner and dance of Leeds Branch of the Pharmaceutical Society, recently, Mr. G. C. Crummack was presented with an antique oak dresser in recognition of his services as secretary for seventeen years. The guests included Mr. G. R. Knox (president, Pharmaceutical Society), Mr. H. Steinman (chairman, National Pharmaceutical Union). The presentation to Mr. Crummack was made by Mr. N. N. Mitage, the oldest member of the branch, former chairman and secretary of the Leeds Chemists' Association, and a former chairman of the Proprietary Articles Trade Association. Mr. Knox Mawer, replying to the toast of the Pharmaceutical Society, said he was proud to be its president. He stressed that some form of financial aid would enable younger men to assume the duties undeterred by the expenses that it entailed.

IRISH NEWS

West of Ireland Chemists.—A meeting of the West of Ireland Chemists' Association held recently in Boyle, Mr. T. P. Toher, Sligo, in the chair, was attended by chemists from Ballina, Tuam, Sligo, Castlebar, Westport, Dunmore, Headford, Carrick-on-Shannon, Roscommon, Charlestown, Elphin, Strokestown, Ballaghaderreen, Castlereagh, and Drumshambo. Also present were Mr. J. K. Whelehan (president of the Pharmaceutical Society of Ireland) and Mr. B. R. Smith (organising secretary, Irish Drug Association). A suggestion for carrying out a passive resistance campaign to certain advertised lines which did not allow retail chemists a profit margin of 33½ per cent. was also discussed. Some chemists present suggested that optical charges and fees should be standardised by the I.D.A. Several delegates urged that price cutting by chemists in one town should be a test case for the I.D.A., in the interests of those chemists in the West of Ireland who were adhering loyally to the I.D.A. fixed prices. It was stated later that the offenders had agreed to charge the prices set out in the I.D.A. price list in future.

Ulster Associates.—At a committee meeting of the Associates' Section of the Ulster Chemists' Association held recently, Mr. M. D. Moore, Ph.C., in the chair, Mr. J. Coulter, Ph.C., was re-elected as representative of the hospital dispensers on the Associates' committee. Mrs. E. H. Barr, Ph.C., was elected *Chairman* for the coming year, and occupied the chair for the remainder of the meeting. The following officers were elected: *Vice-chairman*, Mr. J. Coulter, Ph.C.; *Secretary*, Mr. J. S. McGivern, Ph.C.; *Treasurer*, Mr. J. R. Guiler, Ph.C. The following were appointed representatives on the Joint Council of the Association: Messrs. E. B. Williamson, Ph.C., A. W. McWhinney, Ph.C., and M. D. Moore, Ph.C., Miss Joan Godfrey, Ph.C., with the chairman and vice-chairman *ex-officio*. Messrs. P. A. McKenzie, Ph.C., and A. S. McMurray, Ph.C., were appointed *Auditors*. The following were approved for membership of the section: B. A. Laverty, S. Magowan, G. M. Williamson, W. H. V. McKay (pharmaceutical chemists); Mr. George Hayes (assistant); Miss E. N. Smith, Miss E. R. Wallace, Miss C. M. P. Dobbin, Messrs. N. H. Anderson, J. J. Benson, T. Bogues, J. Bowman, T. D. Connolly, R. G. Dillon, A. B. Gillen, N. D. Hall, M. Hollywood, P. J. McGullagh, C. O'Neill and J. M. Poots (apprentices).



UNDERGROUND STATION PHARMACY.—A new branch pharmacy recently opened in Temple Underground Station, London, by Lewis & Burrows, Ltd.

TOPICAL REFLECTIONS

For the War Formulary

You have raised an important question discussing (p. 673) possible successors of the National War Formulary. The fact that this book was, in both editions, conditioned by the stress of war—was, so to speak, a by-product of war—is no reflection on the distinguished medical men and pharmacists who prepared it. A book of this kind had to replace the National Formulary for National Health Insurance purposes because of shortages in many common drugs and chemicals. This being admitted, need not pretend that "N.W.F." is a masterpiece of therapeutical completeness of pharmaceutical refinement. The compilers' expressed intention was "to provide a selection of medicines sufficient to range to meet the ordinary requirements of therapeutics, to retain as far as possible more valuable and more frequently prepared preparations, modified where necessary, and to eliminate non-essential drugs." The review of the first edition in your issue of October 25, 1941, included a lengthy list of substances in the use of which "the exigence of the strictest economy" was enjoined. That policy sometimes resulted, as dispensers realised, in the prescribing of odd preparations that were extremely difficult to measure accurately. The liquid extracts of *ipecacuanha* and *nux vomica* supplied notorious examples of this trouble. In certain changes made in formulas in the second edition were a source of much inconvenience to prescribers and dispensers.

Successor

What kind of formulary, then, should succeed "N.W.F.?" Most pharmacists will react without hesitation, I believe, the idea of the British Pharmaceutical Codex will serve the purpose of panel prescribers. If such collection is contemplated, the authorities concerned might preferably choose Volume One of "Pharmaceutical Formulas," which has a wider scope than the B.P.C. The best parts of the existing War Formulary can be taken as the basis of its successor. For my part, I should be glad to see the word "National" discredited: the employment of that term in such a connexion seems like affixing a trade mark or a brand name to what should be of more than national suitability. Your five desiderata for a new book of formulas are very much to the point. May I add a suggestion on the first of them? While the suggested formulary should not reintroduce

unnecessary drugs, I would like the way left open for the application of any results duly certified in published research. An example that comes to mind is the work now in progress on radioactive isotopes, accounts of which are found from time to time in medical journals. As the number of elements tried in such experiments increases, new and probably valuable results in the treatment of various diseases will be obtained. In that case, some old and familiar drugs may enter, with or without preliminary irradiation, on new popularities.

Grand Old Men

On reading about Mr. J. E. Jackson, the "grand old man" of the Australian drug trade who has just retired, for the third time, at the age of eighty-six (p. 659), my thoughts turned to other instances of long lives spent in a vocation which offers many opportunities of useful service, both in its professional and in its commercial aspects. As it happens, your last week's issue contains several such instances. The founder of the business of Thomas Kerfoot & Co., Ltd., mentioned in your illustrated account of that well-known manufacturing house (pp. 666-69), died at the age of ninety-six. He was a typical pioneer, overcoming a setback that would have daunted a less resolute man, and fostered, in the words you have quoted, "a high sense of duty to the public he served." The obituary notices in the same issue include those of three more veterans. Mr. P. F. Frankland, who has just passed away at the age of eighty-eight, was a brilliant professor of chemistry and a vice-president of the Royal Society. Mr. C. J. R. Pretty, of Wimbledon, described as "a pharmacist of the old school," was greatly respected in his locality; he lived to be seventy-five after transferring his business to a son. Finally, another link with Australia is severed by the death, at the age of ninety-three, of Mr. W. T. Treadaway, a former London manager to F. H. Faulding & Co., Ltd. We occasionally hear the theory advanced that people born before about 1870 lived less strenuous lives than those now in middle life, and consequently had a better chance of longevity. But here is evidence to the contrary. Most of the men mentioned passed through two major wars—for the most part, it may be assumed, in circumstances of difficulty and sometimes of danger. Neither those trials nor the demands of their vocations seem to have shortened their lives. **Xrayser**

THE WEEK IN PARLIAMENT

By a Member of the Press Gallery, House of Commons

MR. W. SHEPHERD asked the Minister of Food on November 18 whether he would give instructions that applicants for, other than initial purchasers, for orange juice, etc., supplied under his Department's scheme, should return the empty bottle before obtaining a new one and thus save 600,000 bottles weekly which were not at the moment being returned.

MR. JOHN STRACHEY: I do not propose to issue such instructions since they would be detrimental to the operation of the Welfare Foods Service. Bottles which are not returned to the Ministry are salvaged locally.

Sugar for Lozenges

On November 21 MR. JEGER asked the Minister of Health whether he was aware of the distress caused by a shortage of Brompton lozenges; and whether he would take steps to have the supplies of the necessary raw materials made available for the manufacturers, who had had to suspend the making of these lozenges.

MR. ANEURIN BEVAN: I am aware of the shortage of medicinal cough lozenges, and I am in consultation with the Minister of Supply and the Minister of Food as to the possibility of allocating more sugar to pharmaceutical manufacturers.

Excessive Quantities of Scheduled Drugs

DR. CLITHEROW asked the Minister of Health if he was aware that prescriptions for "dangerous" drugs and scheduled drugs were being issued to National Health Insurance patients in quantities sufficient in many cases to ensure a constant supply for many weeks (for example, 200 barbitone tablets in one batch); and if, in view of the possibility of the patient taking increasing doses and perhaps becoming an addict, he would take steps to prevent the issue of National Health Insurance prescriptions containing "dangerous" drugs and scheduled drugs for more than one week's supply at any one time.

MR. BEVAN: I do not think it would be proper to interfere with a doctor's discretion by any such general prohibition.

Streptomycin Research

COLONEL CROSTHWAITE-EYRE asked the Lord President of the Council what provision had been made by his Department for research into the use of streptomycin, and whether any moneys had been allo-

cated for research and production of drug.

MR. HERBERT MORRISON: The Medical Research Council has arranged for making controlled clinical trials of streptomycin, soon as supplies are available, to determine its value in tuberculosis and other conditions and the best methods of its use. Funds are being allocated for the cost of work, including purchase of the necessary quantities of the product.

Batteries for Hearing Aids

MR. E. EVANS asked the Minister of Supply on November 19 why the allocation of high-tension batteries had been withdrawn from makers of hearing aids for the deaf; whether he was aware that in many cases contracts had been entered into with the makers of these hearing aids for a supply of batteries in advance, and whether, in view of the hardship occasioned to hard-of-hearing persons using these aids he would immediately arrange for a supply of batteries.

MR. W. LEONARD: The arrangements for allocating capacity for this purpose were terminated about a year ago in accordance with a general move to end controls considered no longer necessary. I am aware that arrangements of the kind mentioned in the second part of the question had been made, and we are doing all we can to ensure that adequate supplies are made available.

Spectacle Lenses

COMMANDER NOBLE asked the Minister of Supply whether he was aware that it took over eight weeks to obtain a new pair of spectacle lenses; and what steps he was taking to avoid the delays, which caused discomforts and anxiety.

MR. JOHN WILMOT: My information is that a delay of eight weeks should occur only on difficult prescriptions. Among the steps which have been taken to increase production are the issue of licences to import plant, release of skilled workers under Class B, and a scheme to attract new recruits into the industry. It will, however, take some time to make good the shortage of highly skilled craftsmen.

Christmas Holidays

MR. G. ISAACS said that Christmas holidays were a matter for joint arrangements between employers and workers in various industries.

COMPANY NEWS

NEW MALDEN CHEMISTS, LTD. (P.C.).—Capital £1,000. Samuel Levy and Henry J. M.P.S., directors. R.O.: 252 King's Road, New Malden.

JOHN HALL (CHEMISTS), LTD. (P.C.).—Registered in Belfast. Capital £2,000. To carry on the business of chemists, druggists, etc. William Sweley Hall, Mary Hall and Eileen Hall, directors. R.O.: 13 Bruce Street, Larne, co. Antrim.

HEMA (SCOTLAND) PRODUCTS, LTD. (P.C.).—Capital £100. To carry on the business of manufacturing chemists, druggists, etc. James K. K. Paterson and Edward H. Paterson, directors. R.O.: 157 West George Street, Glasgow.

BARE PHARMACY, LTD. (P.C.).—Capital £1,000. To acquire the business of a druggist and dealer in other allied commodities carried on by Arthur Hornsey at 45 Princes Street, Bare, Morecambe. George A. Hornsey, John A. Hornsey and Mrs. Victoria Hornsey, directors.

MALES PRODUCTS RESEARCH & DEVELOPMENT CO., LTD. (P.C.).—Capital £1,000. To carry on the business of manufacturing, dispensing and analytical chemists, etc. Edwin C. Thorne and James C. Clark, directors. R.O.: 514 Ipswich Road, Trade Estate, Slough.

MININLEY, LTD. (P.C.).—Capital £100. To carry on the business of manufacturers and wholesale and retail dealers in, surgical belts, trusses, dressings, etc. Robert H. Lingwood and Hilda M. Lingwood, directors. Solicitors: Frederick Gowen, 78 North End, Croydon.

ANGLO-SCOTTISH (GENERAL EXPORTS), LTD. (P.C.).—Capital £1,000. To carry on the business of merchants, exporters and importers of chemicals and chemical products, etc. William G. Kerr and George D. W. Kerr, directors. R.O.: 20 Renfield Street, Glasgow, C.2.

SPRINGBANK PHARMACY (HITHER GREEN), LTD. (P.C.).—Capital £3,000. To acquire the business of a chemist and druggist carried on by R. J. H. Wetherill at Hither Green. A. H. Moore and F. H. B. Moore, directors. R.O.: 73 Springbank Road, London, S.E.13.

J. J. PROPRIETARIES, LTD. (P.C.).—Capital £100. To carry on the business of chemists, manufacturers of, and dealers in, proprietary articles, etc. William B. Groves, Robert E. Auld and Stanley S. Evans,

directors. R.O.: 81 Dale Street, Liverpool, 2.

WILLIAM MARTIN (CHEMIST), LTD. (P.C.).—Capital £10,000. To acquire the business of a manufacturing, photographic and general chemist carried on by H. Williams at 117 East Street, Southampton, as "Wm. Martin." H. Williams and Ethel M. Williams, directors. R.O.: 117 East Street, Southampton.

BUSINESS CHANGES

MR. J. B. STORIE, M.P.S., 181 High Street, Hornchurch, has acquired larger premises at 165A High Street, Hornchurch.

MR. REGINALD JOHN MORTON has been appointed as a director of Lyall Willis & Co., Ltd., 52 Baker Street, London, W.1.

MR. A. RENDALL has been appointed acting secretary to The British Drug Houses, Ltd., London.

MR. WILLIAM J. BEATTIE, M.P.S.N.I., has acquired the pharmacy of Mr. William E. Thornton, 100 Peter's Hill, Belfast.

DONALDSON & LEE, LTD., have opened a pharmacy at Strand Road, Londonderry, Northern Ireland.

NORTHERN CO-OPERATIVE SOCIETY, LTD., have opened a pharmacy branch at 693 George Street, Aberdeen.

KNOX & HARDY, LTD., advertising agents, Chronicle House, Fleet Street, London, E.C.4, now have the following telephone number: Central 6944.

THE STANDARDS DEPARTMENT of the Board of Trade has removed to Chapter Street House, Chapter Street, London, S.W.1 (Telephone: Victoria 7032).

GLASTICS, LTD., have removed their offices and showrooms to 24 Museum Street, London, W.C.1 (Telephone: Museum 9867).

CHARLES W. HOBSON, LTD., have removed their London office to 2 Chandos Street, Cavendish Square, London, W.1 (Telephone: Langham 1902-3).

A. E. STANNARD, LTD., manufacturing and wholesale chemists, Tadworth, Surrey, have appointed Mr. S. Nicholls as their representative for the midland counties and Mr. J. N. Jackson for Northern Ireland.

MR. P. VARLEY, M.P.S., 65 Holmfild Road, Blackpool, has acquired the pharmacy at 169 Dickson Road, Blackpool, formerly carried on by Mr. James Hulm, M.P.S.

TRADE NOTES

Sundries Price List.—Louis Maurice & Co., Ltd., 80 Islington High Street, London, N.1, invite wholesalers and sundriesmen to send for a copy of the company's latest price list and handbook of sundries.

Name Changed.—Johnson Agencies (Ptys), Ltd., Clarendon Works, Clarendon Road, Croydon, Surrey, state that Volamints has been adopted as the name of the product formerly marketed as Whitemints.

Special Tablet Series.—Stanning Proprietaries, Ltd., 32 St. James's Street, London, S.W.1, are making a special feature of three "ready-selling" tablets: Tab. codein. co.; tab. aspirin.; and tab. cascaræ; all three are on the C.F. list.

Distribution in Holland.—Glasfabrieken A. J. Bakker, Groningen, Holland, are interested in the distribution in Holland of packing materials, utensils and apparatus, laboratory equipment and nursing requisites for distribution to chemists, etc.

Price List.—The Scottish Wholesale Druggists' Association, 17 Smith Place, Leith Walk, Edinburgh, 6, has issued a new price list dated October 1946. Communications may be addressed to the secretary of the Association.

Home and Export Delivery.—Brotex Products, Ltd., 49A Grayling Road, London, N.16, offer immediate delivery to both home and export buyers of Brotex alum antiseptic blocks, styptic pencils and Kingdom pine-disinfectant blocks.

Commemoration Booklet.—James Woolley, Sons & Co., Ltd., Victoria Bridge, Manchester, 3, have produced a handsomely bound and illustrated book entitled "Woolleys of Manchester, a Record of 150 Years in Pharmacy."

Again Available.—The Crookes Laboratories, Ltd., Park Royal, London, N.W.10, announce that Crookes' zinc cream, supplies of which were much restricted during the war years, are again freely available. The preparation is issued in 1-oz. pots.

Price Increase.—Abbott Laboratories (England), Ltd., Wadsworth Road, Perivale, Middlesex, recently found it necessary to increase the retail price of Haliver malt (Abbott). The new price, given in an announcement on another page, became effective on October 26.

Increase In Price.—With the approval of the Central Price Regulation Committee,

increased prices come into operation Phillips' dental magnesia on December Discounts applicable on P.A.T.A. dispatch parcels remain as previously. The manufacturers are the Chas. H. Phillips Chemical Co., Ltd., 179 Acton Vale, London, W.

Typographical Errors.—Biddle, Saw & Co., Ltd., 4 Grafton Street, London, W, apologise to pharmacists, pharmacognos and other readers of one of the comparative recent announcements in these pages who owing to delay in receipt of proofs, a number of typographical errors remained uncorrected.

Profit Rate.—The International Chemical Co., Ltd., Clifton House, Euston Road, London, N.W.1, state that an error occurred in the figure given as a net profit per dozen on their speciality Limestone phosphates advertised recently in the *C. & D.* The correct profit should be 7s. 10d. per dozen on best terms.

Priority List.—The manufacturers Del Vost beauty cream have opened a list of "founder-stockists" to ensure that fair priority is maintained in sending supplies in replacement of goods sold. Distributors in England and Wales are Eleanor Nesfield, Ltd., Hough Hall, Manchester, 10, and in Scotland, George Sling, Ltd., Ingram Street, Glasgow, C.1.

Propaganda to Doctors.—Regular medical propaganda is being conducted by Coates & Cooper, Ltd., Northwood, Middlesex, for a number of the medical specialties of which they are the distributors. The preparations include Idozan for colloidal iron therapy, Rhyso-val sedative, Otosedol for internal ear affections, Nulepsi hypnotic, etc.

Press Advertising.—D. R. Collins, Ltd., 161 New Bond Street, London, W.1, are conducting an advertising campaign in newspapers and magazines for Goya face powder in a range of six shades. The feature of this new pack is the perfume. The fragrance given to the powder does not, it is claimed, clash with any good cologne perfume. Supplies are available for home trade and export.

New Vitamin Items.—Roche Products Ltd., Welwyn Garden City, Herts, have introduced Ephyphal brand vitamin E in 1 mgm. tablets, in packings of 25, 100 and 500. Other packings are available as previously and details are given in the company's latest price list. Vitamin B₆ is now issued by the company under the trade name

radon in tablets of 20 mgm., in 25's and 50's, and in 2-c.c. ampoules, each containing 50 mgm., in sixes.

Extension in Britain.—A handsomely illustrated twelve-page brochure issued by International Chemical Co., Ltd., and other British companies associated with the American Home Products Corporation gives details of an expansion programme, including the building of new factories at Worcester and Shrewsbury, shortly to be initiated. The proposed developments will principally in cosmetics, household products and proprietary foodstuffs.

Sodium Salicylate Capsules.—Glutinated capsules of sodium salicylate, each containing 0.5 gr. of the chemically pure salt, have been introduced by Continental Laboratories, Ltd., 101 Great Russell Street, London, W.C.1, under the title Entrosalyl. The capsules, which were shown at the London Medical Exhibition (see p. 712) are issued in packs of fifty, 200 and 1,000. A number of advantages are claimed for the method of administering the salicylate, including absence of gastric irritation.

omenclature of Curare.—Attention has been drawn in the medical Press (J. W. Evans, "Lancet," 1946. II. 361; Ranyard, "British Medical Journal," 1946. II. 361) to the risk of confusion inherent in the use of the terms "curare" or "curarium," which have been applied in the past to substances of widely varying composition and source. Burroughs Wellcome & Co., London, state that the active principle contained in their preparation Tubocurarine is correctly described as "*d*-tubocurarine chloride"—the alkaloidal salt upon which all recent clinical experience in this country has been based.

All-aluminium Safety-razor.—M. J. Myatt & Co., Ltd., whose Myatt safety razors have not been available while this company has been engaged on more urgent work during the war are "staging a reversion" by introducing, in the new Myatt Universal razor, a model made entirely of aluminium and designed to take any standard three-hole blade. Familiar features of earlier Myatt razors retained in the new model include a prong guard and easy-clean gutter channel. Press advertising is appearing for Myatt Daymark blades; special announcements about the razor are scheduled for early 1947.

Colour-matching Chart.—Five new test papers have recently been added to the range of indicator papers for pH determina-

tion manufactured by Johnson & Sons, Manufacturing Chemists, Ltd., Hendon Way, London, N.W.4. The Johnson Universal test paper covers the range from pH 1 to pH 10. Ten colour matches are printed inside the covers of each book, and the colour obtained by dipping a piece of the paper into the solution under test is compared with them, the pH value being thus instantly determined to within 0.5 pH. For work requiring greater accuracy the Johnson Comparator papers in four varieties, each with six colours printed inside the cover, are available. The four types are described by numbers (e.g., No. 3,651 covers the range from pH 3.6 to pH 5.1).

Broadcast Appeal Answered.—An S O S appeal by the British Broadcasting Corporation on November 20 for supplies of par-amino salicylic acid for a patient suffering from tubercular abscess met with an immediate response from Herts Pharmaceuticals, Ltd., Bessemer Road, Welwyn Garden City. Within a very short space of time the company's medical consultant (Dr. McAnally) was on the road to Charing Cross Hospital, London, with a supply of the drug, which, not previously used in Britain, had given promising results in Sweden in the treatment of tubercular abscess and pulmonary tuberculosis. Since that date the company has been co-operating with the Ministry of Supply in producing the compound. Clinical trials under official sponsorship are shortly to be initiated in this country.

Proprietary Articles Trade Association

Alterations to Protected List.—*Fellows Medical Manufacturing Co., Ltd.*, Fellows syrup, 40s. 6d. doz., tax 6s. 9d. doz., inclusive retail price, 5s. 1d.; 7s. 9d., 69s. 9d. doz., tax 11s. 7½d. doz., i.r.p. 8s. 9d.

J. G. Ingram & Son, Ltd., enemas, Perfex, 5s. 6d., 48s. 9d. doz.; Zenith, 6s., 52s. 6d. doz.; Utilema, 6s., 52s. 6d. doz. (all exempt from tax).

Macleans, Ltd., increased prices, November 18: Macleans shaving cream, 10s. 10d. doz., tax 3s. 7½d. doz., i.r.p. 1s. 6d.

Deletions.—*F. A. Young & Son, Ltd.*, Chlorozone, Putnam's; Putnam gizzard capsules.

Correction to Protected List Supplement.—*Glaxo Laboratories, Ltd.* (p. 16). Retail price, including purchase tax, of Anethaine ointment should read 3s. 6d.

PERSONALITIES

MR. E. SIBLEY is retiring from the secretaryship of The British Drug Houses, Ltd., on November 30, after fifty-seven years' service with the company.

MR. A. JORJE (assistant manager, Hasselblads Fotografiska A. B., photographic agents, Sweden), with two colleagues, recently paid a visit to the factory of Kodak, Ltd., Harrow.

MR. KENNETH MARSHALL, M.A. (a son of Mr. H. H. Marshall, M.P.S., Marshall Bros., Moseley, Birmingham, 13) has been called to the Bar from Lincoln's Inn.

MR. A. H. MUNROE (export sales manager, Halex, Ltd.), has returned from a business tour of U.S.A., Canada, Mexico, Brazil, and the Argentine, during which he covered a total of 40,000 miles in a period of just over fifty days.

MR. FREDERICK CRAWLEY BEAUCHAMP, who visited the offices of THE CHEMIST AND DRUGGIST on November 21, qualified as a chemist and druggist in 1888. He retired in 1930 after many years as a manager for Boots, Ltd., but at the age of eighty is still active and takes a lively interest in pharmaceutical affairs.

MARRIAGE

WATT—STEVENSON. — At Coldstream, Berwicks, recently, James D. R. Watt, M.P.S., 3 Allanton Avenue, Paisley, to May Margaret Stevenson, Coldstream.

DEATHS

FRIEDLAND.—Suddenly, on November 16, Mr. Harry Friedland, M.P.S., 19 Hardman Avenue, Sedgley Park, Prestwich, Manchester, Mr. Friedland qualified as a chemist and druggist in 1920.

HANDLEY.—On November 17, Mr. Charles Selby Handley, M.P.S., 11 Market Place, Banbury, Oxon, aged sixty-three.

HART.—On November 7, Mrs. Florence Annie Hart, wife of Mr. J. H. Hart, Ph.C., Man of Ross House, Ross-on-Wye, Herefordshire, aged seventy-seven.

MACROSSEN.—At Bonskeid, nr. Pitlochry, Perth, on November 14, Mr. James Rollo MacRossen. Mr. MacRossen, who qualified as a chemist and druggist 1890, was for a time in business at Tain, and later resided at Duns, Berwickshire.

ROWLAND.—At 98A Findhorn Place, Edinburgh on November 24, Mr. George Howard Charles Rowland, M.P.S.

WILLS

MR. ALBERT EDWARD DAVIDSON, M.P. 369 Uppingham Road, Leicester, 1 left £13,795, with net personality £7,152.

MR. WILLIAM GOODYER, M.P.S., Ce House, Swaffham, Norfolk, left £943, with net personality £411.

MR. CHARLES HENRY CLARKE, M.P. J.P., 19 Moor Street, Chepstow, Mon, 1 left £26,574, with net personality £18,409. left £100 to Mr. Willie D. Firth, assistant.

MR. CYRIL HEARNE PEARSON, Summ leas, Monmouth, formerly a director of Boswell & Co., Ltd., and of the Oxford Drug Co., Ltd., left £17,586, with net personality £14,425.

MR. JAMES FORBES MORTIMER, M.P. Augusta Street, Sheringham, Norfolk, a Church Street, Sheringham, and former of Shanghai, left £2,707, with net personality £1,151.

MR. CHARLES HARRY BROWN, 1 Beddington Road, Seven Kings, Essex, formerly Forest Gate, London, E.7, wholesale druggists' sundriesman, left £19,439, with net personality £18,404.

MR. WILLIAM THOMAS HALL, M.P. Homefield, Truro, Cornwall, left estate "far as at present can be ascertained" valued at £8,056, with net personality £6,383.

MR. JOHN FRANCIS LIVERSEDGE, Hig fields, Summer Lane, Wirksworth, Derby public analyst of Birmingham from 1902 to 1929, left £2,878, with net personality £2,786.

MR. SAMUEL ARTHUR FORWOOD, 88 Portland Place, London, W.1, former managing director of Forwood Bros. & Donaldson Ltd., drug importers, left £12,848, with net personality £10,251.

MR. EDWARD CROSSLEY CARR, M.P.S. 28 Ransom Road, Nottingham, former proprietor of FitzHugh and Carr, chemist Nottingham, left £4,808, with net personality £2,026.

MR. WALTER SUTTON ATKINSON, 9 Valley Drive, Harrogate, formerly European agent to Greengate, Irwell & Co Ltd., Manchester, left £5,512, with net personality £5,462.

DR. THEOBALD DILLON, Thornicroft, Killybeg, Dublin, formerly professor of therapeutics and pharmacology in University College, Dublin, left estate in England and Ireland valued at £5,296.

£3,551 IN FINES

DESCRIBED as the "master mind" behind illegal transactions in photographic material (*C. & D.*, January 5, p. 8) Solomon Levine, 209 Portland Mansions, New Brighton, was fined £2,000 at Liverpool on November 7, and ordered to pay 50 costs. Hilda Hume, Ltd., were fined £1,000, the judge stating that the company was really Levine and his wife. Other fines, to a total of £3,551, were imposed as follows:—

Captain Roderick Stanhope Wemyss, Liverpool, £375, with £100 costs; Hyman Zetie, Sheffield, and his companies, the Victors (Portraiture), Ltd., Provincial Studios, Ltd., and Rose Wilde, Ltd., £60; William Nicol Smith, J.P., Glasgow, £30; Stanley John Clarke, Ganton, Knebworth (now a very poor person), £6; the following companies (I.P.A. Westminster (1942), Ltd., and Jaybee Portraits, Ltd.), 22 of Lambeth Palace Road, London, £10; and Clarence Edwards, Ltd., 6 Old Broad Street, London, £20.

Alleges of guilty had been entered as follows:— Levine and Hilda Hume, Ltd., selling above the permitted price (twelve counts), selling otherwise than by retail (four), failing to furnish invoice (two), offering to sell above permitted price (two), aiding and abetting sales above permitted price (four). Wemyss, selling above permitted price (six), reselling otherwise than by retail (two), failing to furnish invoice (one). Zetie, aiding and abetting sales above permitted price (four). Victors (Portraiture), Ltd. (two); Provincial Studios, Ltd., and Rose Wilde, Ltd. (one each) on similar charges. Smith, selling above permitted price (three); Clarke (three) on similar charge; I.P.A., Westminster (1942), selling (one) and offering to sell above the permitted price (one). Barlow (Westminster), Ltd., and Jaybee Portraits, Ltd., selling above permitted price (one each); Clarence Edwards, Ltd., aiding and abetting sales above permitted price (two).

"A vast amount of material is concerned," said the judge. "Where it all came from is said by the prosecution to be a mystery. Levine was said to have cornered the market in photographic material and it looks as if he did. The instances of sales to him are small compared with the amount sold." Smith, said the judge, and Clarke, in smaller quantities, had entered into the transactions without the knowledge that they were offending. The conduct of Levine and Wemyss was deliberate.

PRESENTATION AND VISIT



SIR Alexander Fleming, discoverer of penicillin, was presented by Sir Alfred Webb-Johnson (president of the Royal College of Surgeons) on November 14 (upper picture), with the honorary gold medal of the College. The presentation took place during the annual Buckston Browne dinner of the College, held in London. In the picture are (left to right) Sir Alfred Webb-Johnson, Sir Alexander Fleming and Mr. Aneurin Bevan (Minister of Health).

Sir Alexander was the guest of the International Chemical Co., Ltd., London, recently, when, with directors of the company, he inspected plant for the manufacture of the antibiotic streptomycin. Lower picture shows him in company with Mr. Alvin G. Brush (president of the American Home Products Corporation) and Mr. A. S. Gormley (European director).

On November 18, Sir Alexander Fleming was entertained at a reception at the Pasteur Institute, Paris, during the celebrations of the fifty-second anniversary of the death of Louis Pasteur. Sir Alexander and Sir Howard Florey were each recently presented with the gold medal of the Society of Apothecaries.

COSMETIC PRICE INCREASES: THE FACTS

SOME degree of consternation was caused by the announcement in a daily paper recently of a 25 per cent. increase in the retail prices of cosmetics. In an endeavour to ascertain the facts THE CHEMIST AND DRUGGIST at once communicated with the Board of Trade and with the Toilet Preparations and Perfumery Manufacturers' Federation. The reply from the Federation was that a statement for publication had been submitted to the Central Price Regulation Committee, with which negotiations had been proceeding, and it was hoped that this would be circulated by the Press Department of the Board of Trade. For some reason there was a delay in transit to the Ministry, and the notice was not forthcoming in time for inclusion in last week's issue of the C. & D.

Subsequently the following statement reached the Editor from the Board of Trade:—

The agreement referred to in the Press has been arrived at between the Central Price Regulations Committee and the Toilet Preparations and Perfumery Manufacturers' Federation, and records the Committee's view, after a full examination of the position, as to the reasonableness of maintaining, under present conditions, the existing rates of discount which manufacturers allow to retailers on certain of their products, when, on account of increased costs, manufacturers find that an increase in their prices is necessary. The price of these goods has, in general, and excluding the addition of purchase tax, remained substantially unchanged since before the war. The extent of the price increases to which reference is made, is the limit to which, in the opinion of the Committee, these discounts may be continued at the existing rate on an increased manufacturer's selling price.

Obviously this leaves important questions unanswered, and both wholesalers and re-

tailers need to know in detail what the limits are. The information in the table above is provided by the Federation.

Previous (1940) increase in manufacturers' price to retailer	Effect of new agreement	(Prices are exclusive of purchase tax)	Rate of discount to retailers
20 per cent.	Further increase permitted to 33½ per cent.	Goods whose resultant retail price does not exceed 11½d.	Present percentage of increased price
20 per cent.	Further increase permitted to 25 per cent.	Goods whose resultant retail price is between 11½d. and 1s. 5½d.	Present percentage of increased price
20 per cent.	Unchanged, but position to be appraised later.	Goods retailing at 1s. 6d. or over.	Unchanged

The increases do not become automatically operative, but may be made at the discretion of the manufacturer, who may increase his prices to any intermediate levels. Whatever increase takes place, the retailer's rate of profit is maintained in present percentages. The date on which the increases are expected to take effect is January 1, 1947.

COMING EVENTS

Monday, December 2

BRIGHTON BRANCH, PHARMACEUTICAL SOCIETY, Union Church Hall, Queen's Square, Brighton, at 7 p.m. Brains trust.

ROMFORD BRANCH, PHARMACEUTICAL SOCIETY, Mark Room, Golden Lion Hotel, Romford, at 7.30 p.m. Mr. H. G. Rolfe, B.Sc., Ph.C., A.R.I.C., on "Some Recent Additions to the Pharmacopoeia."

WEST KENT BRANCH, PHARMACEUTICAL SOCIETY, Central Library, Beckenham Road, Beckenham, at 7.30 p.m. Mr. R. H. Thorp, B.Sc., on "Recent Progress in the Search for New Drugs."

Tuesday, December 3

LEICESTER BRANCH, NATIONAL PHARMACEUTICAL UNION, Royal Hotel, Leicester, at 7.30 p.m. Delegates' report on N.P.U. Silver Jubilee Conference.

Wednesday, December 4

CHESTERFIELD BRANCH, PHARMACEUTICAL SOCIETY, Board Room of the Royal Hospital, Chesterfield, at 7 p.m. Dr. R. Clitherow on "The New Health Service."

Thursday, December 5

CHEMICAL SOCIETY, Burlington House, Piccadilly, London, W.1, at 7.30 p.m. Professor M. Stacey D.Sc., on "Macromolecules Synthesised by Micro-organisms."

LEEDS BRANCH PHARMACEUTICAL SOCIETY, Metropolitan Hotel, Leeds, at 7.30 p.m. Mr. Granville Shaw Ph.C., on "Putting Our House in Order."

TOILET PREPARATIONS AND PERFUMERY MANUFACTURERS' FEDERATION

The following extracts are taken from the annual report (1945-46) of the Toilet Preparations and Perfumery Manufacturers' Federation of Great Britain, presented to the second annual general meeting of members of the Federation, held in London on Tuesday, November 19.

The Federation's main work has been that of guiding the Board of Trade in the control of the industry. The industry's post-war reconstruction report, submitted to the Government in 1944, outlined a

policy for the progressive decontrol of toilet preparations manufacturers, coupled with the stimulation and safeguarding of export trade. The first stage towards decontrol was raising, in January 1946, of the permitted home trade quota, from 50 per cent. to 75 per cent. of pre-war turnover in the case of concentrated firms and from 33½ per cent. to 50 per cent. in the case of un-concentrated manufacturers, together with the raising of the minimum quota for small firms from 25 to 50 per cent. per year to £750.

Export "Bonus" Scheme

The Federation's Export Standing Committee then began the consideration of means of stimulating export trade. Proposals were discussed with the Board of Trade and ultimately a scheme was adopted which followed generally the recommendations of the Federation. Under this scheme firms achieving in export trade a value not less than 12½ per cent. of the value of their "standard" year home turnover (the year ended April 30, 1940) are entitled to additional home trade "bonus" licences at the rate of 5s. for every £1 worth of export; those achieving not less than 22½ per cent., additional home licences at the rate of 15s. for every £1 worth above 12½ per cent. exported; those achieving not less than 32½ per cent., 25s. for every £1 worth exported above 22½ per cent.; and those

achieving not less than 42½ per cent., 35s. for every £1 worth exported above 32½ per cent. These export bonuses are granted quarterly and, if not used in any six-monthly quota period, can be carried forward. The Board of Trade stipulated that no "bonus" licences should be issued unless the industry as a whole maintained its exports at a given target level; the level set was that, at the end of the first three months of 1946, exports should have reached £312,500; at the end of the first six months,

£712,500; at the end of the first nine months, £1,162,500; and at the end of the year, £1,662,500, so that the export trade would by then be running at the rate of £2,000,000 annually. Despite the fact that the industry's pre-war exports were not much above a million in a year, these targets were easily passed and the scheme proved to be an outstanding success. The one million figure was reached in the first four months and two millions before the end of August.

The Export Standing Committee then drew up a comprehensive

statement of the problems to be overcome if exports were to be developed at the rate hoped for. This statement was submitted to the Board of Trade in July. It was divided into three parts. First, obstacles to getting business such as trade barriers, import restrictions, high import duties overseas, and travel difficulties; secondly, obstacles to production such as shortage of productive capacity, delays in obtaining machinery and other plant, the scarcity of a number of raw materials, the need for a co-ordinated policy in allocating controlled materials which would ensure better satisfaction of export requirements, the handicaps caused by the continuance of the out-of-date packaging restrictions which, though applied directly only to the home trade nevertheless indirectly hampered export con-



MR. C. A. WILLIAMS,
Secretary of the Federation

tainer supplies, etc.; and thirdly, obstacles to getting the goods out to overseas markets, shipping difficulties, the irksome nature of the flash-point regulations involving the shipment of alcoholic toilet preparations as dangerous cargo, etc. The action resulting is recorded later in this report under the appropriate headings.

Token Imports

The industry was seriously concerned at the decision of the Government to allow token imports of toilet preparations. The Federation's officers were consulted in confidence by the Government before the scheme—which applied not only to cosmetics, but to a number of other consumer products—was introduced: they were obliged to recognise that the Government had decided upon this policy as a general one, but they pointed out vigorously how unfair it was to the British industry, which was still controlled, still hampered in many directions, and, above all, not able to put its products on the home market in packs of the pre-war or maybe even better standard which foreign competitors would undoubtedly be employing. They urged strongly that if the British industry were obliged to acquiesce in the token imports scheme, foreign imports should definitely be limited to the small percentage which the Government had in mind at that time from France, the U.S.A. and Canada, and the same packaging restrictions should be applied to them as to British products. It was a great disappointment to the Council nevertheless to find that the scheme was steadily expanding. First, it was introduced for imports from other countries, and then proposals were mooted to increase the quantities, particularly from France and from the war-devastated countries of the Continent. A letter in the strongest possible terms was addressed personally by the chairman to the Board of Trade in August.

"Telling Advantages" of Foreign Makers

THE CHAIRMAN recalled that when the question of French imports was first raised, the Federation had emphasised immediately that it would rouse great hostility. The proposals were manifestly unfair and fraught with danger. Foreign manufacturers were wholly unrestricted in the packing and materials they could use, and the trade knew only too well the luxurious style of pack they would be sending. British manufacturers could not stand by whilst such imported goods built up a reputation under such telling advantages: they would

be compelled to devote their energies upholding their position on the home market and the export drive would be astrophically prejudiced. The Board did give the British industry much hope of relief from import restrictions facing overseas, but was apparently ready to give way to demands from foreign Governments for import facilities into Britain. The Federation urged that, before any further move was made, the industry should be adequately consulted, and put before Government the following points which were regarded as fundamental:

- (i) The token import policy having been agreed upon, then the confines of that policy should be adhered to. In other words, those countries, including France, that can make administrative arrangements, should be allowed to export 20 per cent. by value of the pre-war exports of the articles denoted on the list, which specifically included toilet preparations, but by implication excluded perfumes.
- (ii) That while it is not possible to relate closely the concessions to corresponding problems of foreign barriers against British products nevertheless there should be so reciprocal in the concessions so that British manufacturer has a chance to rehabilitate himself abroad.
- (iii) That packaging restrictions must be removed immediately, or if they are not, then the Government's promise that similar restrictions will be imposed upon imported goods must be implemented.
- (iv) That the British manufacturer must cease to be bound so rigidly in regard to the use of imported raw materials.

Imports of Raw Materials

Another major problem which the Council has been handling almost continuously is the supply of imported raw materials in containers. At first the Government was inclined to allow import of raw materials only on the condition that they were used in the manufacture of products for export. This policy obviously entailed difficulty and hardship. It sought to compel manufacturers to separate their home and export production altogether—an obviously un-economical proposition and an especially impracticable one where raw materials are blended, compounded, or put through a series of processes before being incorporated in the final product. The Council accordingly urged that some proportion at least of the imported materials should be allowed to be used in home trade supplies, and suggested that this would encourage manufacturers to observe the Government's wishes in the spirit without the necessity of such strict adherence to the letter.

Aromatic ingredients were one of the most difficult items, but, after protracted negotiations, the Federation succeeded in

ing authority for 25 per cent. of im-
ported supplies to be used in home trade,
coupled with a less stringent form of super-
vision. Arrangements were also made for
other materials, containers, and other
packaging items to be imported by in-
dividual manufacturers for export use, and
though at the moment it has not been
possible to get permission for a proportion
to be used in home trade, the Federation
continuing its efforts in this direction and
the prospect is hopeful. The anomalies of
the present situation have been emphasised
by the Government. Where the Board of
Trade controls the items, for example,
though the Import Licensing Department,
has sought to impose this "export
control" stipulation, but in the case of other
materials which are imported only by the
Government and distributed under control
measures such a stipulation is not usually
made. It is illogical that this should be the
case when other materials which are in freer
supply and which traders are permitted to
import for themselves should be limited in
their usage.

Price Control and Retail Profit

A subcommittee was appointed to re-
view the working of the agreement entered
into in 1940. The problem has always been
that manufacturers are permitted, under
the Goods and Services (Price Control)
Act, to increase their own prices where in-
creased costs warrant it, provided they do
not make a higher net profit on the product
concerned than they did before the war.
They may make such increases without any
need to consult the Board of Trade's Price
Regulation Committee. Most toilet pre-
parations are, however, sold on a nationally
fixed price basis with percentage discounts
to retailers and wholesalers, and when
manufacturers are compelled to put up
their own prices they are naturally expected
by distributors to increase the standard re-
tail price and continue the same percentage
discounts: this entails a higher profit to
retailers and wholesalers which, under the
terms of the Acts, can ordinarily only be
permitted when the individual retailers or
wholesalers' own increased costs warrant it,
a respect for which manufacturers are not
in a position to accept responsibility. To
meet this difficulty the Board of Trade,
under the 1940 Agreement, undertook not
to challenge increased retail prices up to
2 per cent. above pre-war, including the
maintenance of usual discount percentages,
as long as manufacturers' own increased
costs justified it: any price increases above

20 per cent. involving the same percentage
discounts could only be sanctioned on in-
dividual application.

The subcommittee recommended that,
in view of the greatly increased production
costs with which manufacturers were faced
and into which they made a detailed investi-
gation, an extension of this agreement
should be sought. They recommended that,
on articles retailing up to 11½d., excluding
purchase tax, the 20 per cent. increase
allowed should be raised to 33½ per cent.
and, on articles retailing from 11½d. up
to 1s. 5½d. excluding purchase tax, up to
25 per cent. On articles retailing at 1s. 6d.
upwards they felt the 20 per cent. would
cover the situation for the time being, but
recognised there was a special problem in
regard to spirituous perfumery where, how-
ever, costs had hardly yet become stabilised
—an appraisal of this situation was there-
fore postponed until later.

The report was unanimously endorsed by
the Council; protracted negotiations with
the Central Price Regulation Committee of
the Board of Trade followed, and ultimately
the Federation's proposals were accepted
provided that the addition of 33½ per cent.
did not bring the tax-exclusive retail price
above 11½d., and the 25 per cent. increase
above 1s. 5½d.; it is expected that they will
be authorised for operation as from January
1, 1947. [*An announcement on this sub-
ject, issued by the Board of Trade, is pub-
lished on p. 700 together with a statement
on retail rates of discount.*]

Negotiations with P.A.T.A.

The Council has been most conscious
of the fact that price maintenance—though
not perhaps of immediate concern whilst
home market supplies are controlled below
the potential demand—is likely later on to
be a problem as serious as, if not greater
than, it was before the war. The Perfumery
and Toilet Preparations Manufacturers'
Section of the London Chamber of Com-
merce had had discussions with the Pro-
prietary Articles Trade Association just
prior to the inauguration of the Federa-
tion: these had been rather inconclusive
and were abandoned mainly owing to the
obstacles which the P.A.T.A. found in ex-
tending their working to all manufacturers
including those who did not normally
supply through wholesalers. The Council
of the Federation has had this price-main-
tenance problem under review and proposes
to give it further consideration in the
coming months.

A detailed statement of the industry's



PERFUMERY TRADE FUNCTION

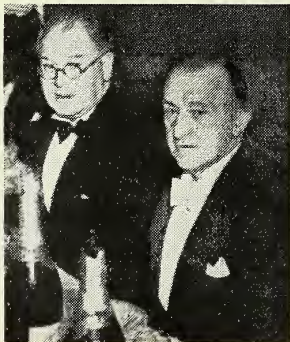


Mr. L. J. Matchan (chairman) with Mrs.

ANNUAL DINNER IN LO.



GUESTS LOOK UP AS THE PHOTOGRAPHER
FOCUSES HIS APPARATUS



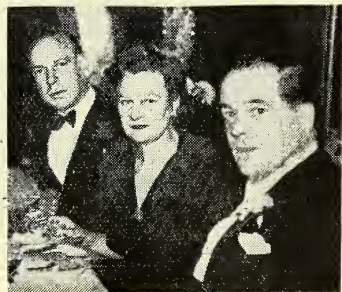


A general view of the tables

NUMERY & TOILET PREPARATIONS MANUFACTURERS' FEDERATION



MAN FINDS A WEALTH OF SUBJECTS AMONG THE DINERS



case for lower rates of purchase tax on toilet preparations and perfumery was presented to the Chancellor of the Exchequer in August 1946. The main points were that toilet preparations have been conclusively shown by war-time experience to be virtually necessities; that the Government are now anxious to get away from war-time austerities and to increase supplies of consumer goods; that loss of revenue from a tax reduction would be largely offset by the increase in tax collections resulting from the increased sales now possible as a result of quota increases and export bonuses; that the time has now arrived when manufacturers' prices must go up, so the amount of tax must rise proportionately unless the rate is reduced, and a pyramiding of tax-inclusive retail prices will ensue, involving inevitably an undesirable tendency towards the cheapening of quality; that the

distinction between toilet preparations and pharmaceuticals has been difficult to operate and has caused anomalies and evasions; that the freedom from tax accorded to unregistered retailer manufacturers has created unfairness; that a proportion of the industry's output represents "tools of trade," and, lastly and most importantly, that the high rate has a harmful effect on exports by making the introduction and development of new lines virtually impossible, a problem especially serious for smaller manufacturers seeking to make their contribution to the export drive but dependent on reasonable profits from their home trade to carry their export outlay. The Chancellor gave a sympathetic assurance that he would give full weight to the industry's case when next reviewing the purchase tax; the Council is now pressing him to give immediate attention to it.

FEDERATION DINNER AND LADIES' NIGHT

THE Federation's dinner and ladies' night was held at the Connaught Rooms, London, W.C.1, on Tuesday, November 19. The Chairman (Mr. L. J. Matchan) presided, accompanied by Mrs. Matchan, and was supported by his officers and members of Council with the secretary (Mr. C. A. Williams). About 450 members and their guests were present, including the French Ambassador (M. R. Massigli) Mr. J. W. Belcher, M.P. (Parliamentary Secretary, Board of Trade) and representatives of Government departments concerned with the industry.

In proposing the toast "The Board of Trade," THE CHAIRMAN said:—

As I have already unfortunately had to tell you, Sir Stafford Cripps (the President of the Board of Trade) cannot be with us tonight. I am disappointed also because it would have afforded me an opportunity of saying a few things direct to the final arbiter in the case now before that theoretical tribunal—the Board of Trade. The case to which I refer is that of the cosmetic industry versus the Civil Service; the issue: the future control of our industry. We are glad to welcome tonight Mr. John Belcher (Parliamentary Secretary).

As I mentioned previously, we are discussing with the officials the future of this industry. Control—to be or not to be? It must be a great temptation to a minister anxious as the Government is to increase the supply of consumer goods, to say "Here is an industry that I need not worry unduly about, let us take the lid off." I know

many would be grateful and we too would like to be in a position to agree, but, here is an industry which says "Please do not take control off—just yet." We do not ask for control for the sake of control, we ask for it first in the interests of the nation—the protection of export, and secondly as an earned protection for the industry until rehabilitation has reached the stage where good competitive trading can be possible without causing unnecessary hardship to the individual.

Decontrol Next Year

The toilet preparations industry is at a critical point in its history, and a false move now would have disastrous effects. We have great potentialities, but immediate decontrol would ruin them. Nevertheless we must approach decontrol so that it becomes possible during next year. We advocate that more products should be allowed on the home market in 1947 than have been possible during this year. During 1945 we were allowed to supply slightly under six tenths of the 1939 demand. By our own efforts under the industry's export scheme, we have earned the right to put out slightly under eight tenths in 1946. The present demand, however, is at least twice that of 1939; therefore, we suggest that, provided export is safeguarded, we should be given the opportunity to earn the right to exceed, to a degree, the 1939 figure. We have put our proposals before the department and we say that in the light of our experience we can, under these proposals, safeguard

exports, increase home supplies and approach decontrol in an orderly and successful manner.

Necessity of Export Drive

We have, I think, by the success of our export scheme, proved that our suggestions and promises can be relied upon. Before the war we had no difficulties and our export totalled less than £1,000,000. In 1946, a year full of difficulties and shortages, the Government wanted exports of £1,600,000. We said we would guarantee this figure under certain conditions. You, Mr. Belcher, agreed, and where now is your £1,600,000? We forgot about it last April, and we shall reach an export figure of £1,000,000 this year. Export will be more difficult next year, but, I earnestly plead, rely upon us once again, accept the fundamentals of our new suggestion, so long as they do not conflict with high policy, and we will guarantee you £3,000,000 next year, better supplies for the home market and an orderly trade that will not need a marketing party. The daily production of each worker has greatly increased and the output for each inch of floor space is up 50%. This is something of which all in the industry, workers and employers alike, can be proud. But that productivity can be greatly increased with a little help and incentive.

Anglo-French Trade

We are delighted that His Excellency the French Ambassador is able to be with us tonight. He represents a nation with an honoured history in perfumery. Will not the French authorities give us just a little help in marketing our products in France? At the moment we are able to market nothing, although before the war some of us did a considerable business with France. We welcome competition and the ladies of this country would be glad to see French perfumery back on the British market in decent quantities. But foreign trade cannot be one-sided. It is vital for France to export, and it is vital for Great Britain to export. Can there not be a greater degree of co-operation, at least in our industry, which surely must result in greater benefits for both of our countries. The *Syndicat National de la Parfumerie Française* is asking its Government the same sort of pleas that we are making to ours. It would seem that we have been able to progress further than they have in the degree of co-operation between the authorities and industry.

Essential Raw Materials

But, and this leads me to my third point, on one very important thing the French industry appears to be ahead of us. They said to their Government, "It is absolutely essential that a part of the products manufactured with imported raw materials should be sold on the French market, for you cannot hope to give a new creation the impetus required for its world wide distribution, unless that is permitted." I have used similar words—Oh! So many times, but so far without effect, but the French Government has to my mind very correctly agreed that this must be so; therefore, cannot we take an example from the great French nation, and do likewise? We must have raw materials from abroad, particularly natural aromatics, and we hope that the French authorities will spare us a little of these in spite of their own needs. We also need synthetic materials. These have become in the last two or three days extremely difficult—virtually unobtainable—due to restrictive measures brought about by the Swiss authorities. And yet, despite this cutting-off of our vital supplies, Switzerland is now to be allowed to send cosmetics into Great Britain. I feel sure that these points will be very seriously borne in mind, so that trade with Great Britain in this industry will not become merely a one-way street.

MR. JOHN BELCHER, responding, said the Government was appreciative of the helpful co-operation and advice of the Federation. He assured members there was no desire to restrict or control their industry any more or any longer than conditions justified and then only in the national and their own interest. He, Mr. Belcher, was hopeful that the present restriction and shortages was simply a phase preceding abundant prosperity. Mr. Belcher then went on to speak on the country's need to export everything possible in order to maintain her financial position. There were, he said, people who were calling for the home market to be more or less freely supplied to the detriment of British exports. That was not the Government's policy; at the same time it was recognised that freer supplies of more attractive products should be made available to the home market just so soon as such a development was economically possible.

MR. E. J. SMITH proposed "The Guests", with M. R. MASSIGLI responding. MR. C. F. MONIER-WILLIAMS proposed "The Federation," which was responded to by MR. A. J. E. MADDEN.

'TRIAD' CHERRY Flavoured MALT & OIL**COLD CAPSULES****'VYTINA' TONIC TABLETS****HALIBUT OIL & MALT****TONIC PHOSPHATES****TIN OX TABLETS**

John Bell
PRODUCTS

*reliability remembered
demand undiminished
supplies somewhat short*

JOHN BELL, HILLS & LUCAS LTD.
Oxford Works, Worsley Bridge Road, S.E. 26

BURROUGH'S ABSOLUTE

I Cale Distillery
London, S.E.11

ALCOHOL**TRAGACANTH**

SPECIALISTS IN B.P. POWDER
SAMPLES AND PRICES ON REQUEST

FREUDENTHEIL SMITH & CO., 16 Philpot Lane
London, E.C.3.

MANSION HOUSE 1924 & 6600.

Estd. 182

BETTER Advertising & MARKETING

40 years' success with proprietary lines of national and international fame enable us to offer our clients many solid advantages. Our advertising sells goods at the lowest on-cost.

STUART HIRST, LTD.
Survey House, 15 Bond Street, Leeds, 1



QUOTAS for CHEMISTS

HAIR NETS

Fine Day, Imitation Human Hair, Sleeping Nets and Slumber Nets. Finest quality, attractive shades, available in small quantities at correct prices.

HAIR GRIPS

Special Offer (Best quality bronze finish). 1/6d. per gross plus P.T. 33 1/3%. Packed IN BOXES 15 gross. Carriage paid for 30/- **IMMEDIATE DELIVERY.** Maximum controlled selling price - 4 for 1d.

CROSS & MAX LTD.,

17/18 Bishops Court,
Old Bailey, LONDON, E.C.4.

Metalddehyd

BRITISH MADE

SAFE SOLID FUEL SLUG & SNAIL KILLER

IN PACKETS, 1/3, 2/4, 5/6

Obtainable from
Chemists, Ironmongers & Seedsman
Sole Concessionaires for the U. K.
and Eire

H. R. NAPP LIMITED
3 & 4, Clement's Inn, London, W.C.



THE C. & D. POISONS' GUIDE

1944 Edition now available. Up to date, Enlarged, exhaustively Revised. 7/9 Post Free.

THE CHEMIST & DRUGGIST,
28 Essex Street, London, W.C.2

INFORMATION WANTED

Information with respect to suppliers of the following items would be appreciated:

Dentazone mouth wash.
Agyinkwa mentholated rub.

Growth Complex.
Amanol.

THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

RETAILER — WHOLESALER — MANUFACTURER

circulates throughout the Pharmaceutical, Chemical, Drug, Essential Oil, Perfumery, Cosmetic, Toilet Preparation and allied trades and Industries in Great Britain, Ireland, British Empire, and foreign countries. Official organ of The Pharmaceutical Society of Ireland, The Pharmaceutical Society of Northern Ireland, The Chemists' and Druggists' Society of Ireland and of other Chemists' Societies in the Empire.

DL. CXLVI NOVEMBER 30, 1946 NO. 3486

Cosmetics Industry Progress

THE outstanding growth during the past twenty or so years of the toilet preparations, cosmetics and perfumery industry may be attributed to the trend of fashion in modern times, and it may also to some extent be due to the levelling down and up of society and the better general standard of living. From supplying, to the comparatively few, what were looked upon as luxuries two decades ago the industry is now called upon to meet a national and world demand for an ever-widening range of products and articles in common and everyday use. Its considerable importance today in our industrial strength, its ramifications and its many problems under war and post-war conditions, are lucidly reviewed in the excellent first annual report issued by the Toilet Preparations and Perfumery Manufacturers' Federation.

The Federation, formed a little over a year ago by the merger of the two then existing organisations, has achieved a vast amount of constructive work. The industry has survived control and concentration, not unscathed by any means; but without the expert advice of the Federation conditions could have been a great deal worse. The Federation has co-operated with and advised Government departments keeping in mind the national interest and, when it has been considered necessary, it has resisted with vigour and uncommon success departmental proposals regarded as harmful.

The report reviews the success of the Federation's "export bonus scheme" and

the additional home trade quotas thus secured by manufacturers. Exports are estimated to reach no less than £3,000,000 this year and the home trade quota will benefit accordingly. The Federation takes strong exception, in our opinion quite rightly, to the Government's action in allowing 20 per cent. token imports of competitive goods from foreign countries, put up in containers and packaging of a class that so far has been denied to British manufacturers. Why favour the foreign manufacturers in this way and so allow them to build up prestige in this market? This action on the part of the Government is exasperating and seems to us to be inexcusable, particularly where the concession has been granted to foreign countries which have so far declined to reciprocate to the slightest extent.

Retail Prices and Discounts

An item in the report of direct interest to retailers is that referring to the application of the Federation to the authorities for permission to advance the sales prices of their products to an extent sufficient to cover increased costs of production. After examination of the case submitted, the Central Price Regulation Committee has given its approval to the proposals. The report gives the basic maximum increases to be permitted, and these have been tentatively fixed to come into operation on January 1, 1947. We are advised that during the negotiations with the C.P.R.C. the Federation's representatives pointed out the desirability of maintaining the retailers' rate of discount on the increased prices, and this concession under the Prices of Goods Acts was finally agreed to by the C.P.R.C. On page 700 of this issue we publish an announcement issued by the Board of Trade on the subject, together with some details of the increases. There are many other trade matters dealt with in this informative report which, taken altogether, reveals the importance and complexities of the industry. Moreover, it is a tribute to the energy and thoroughness of the leaders and officials of the Federation during a difficult period.

Following its annual meeting, the Federation held a dinner and ladies' night which was attended by some 450 members and

their guests. The chairman (Mr. L. J. Matchan), in his speech, reviewed the position of the industry, and made it clear that while his Council had no liking for control from Whitehall they were of the opinion that sudden decontrol of the industry would lead to chaos. Obviously, an industry that was practically put out of business, as such, during the war years and which materially assisted in the national war effort and, further, would still be substantially handicapped in securing supplies of many raw materials, packages and containers, and plant and equipment was not ready to meet such a position. Mr. Matchan proposed that the industry should be allowed to approach decontrol in an orderly manner with final decontrol some time during 1947.

Increase in Export Trade

THE recovery in exports which was anticipated early in October has taken place; indeed the value of exports in that month, at £91 millions, shows an improvement of £20 millions on the month and is only £1 million less than the peak figure shown in July, indicating that the decline during the holiday period of August and September has been quickly overcome. If N.A.A.F.I. and U.N.R.R.A. shipments are excluded, the value of commercial exports

this advance. The Board of Trade is inclined to the use of superlatives when describing an improvement in exports. In the present instance, high as the export total may appear, the "volume" of exports, a true figure which eliminates price change was only 117 per cent. of the 1938 average or 120 per cent. of July's total, which leaves us with a long uphill climb to the 75 per cent. increase over 1938, which is the target.

Chemicals Group Increase

One of the most noteworthy increases in exports has been achieved by the chemicals group, which shows an advance of £2 millions, to which medicines contributed a good share. The total figure for prepared medicines reached £1,663,341 which is £472,000 more than the peak July figure, and compares well with the 1938 monthly average of £273,418. An analysis of items (taken from various groups) of interest to the drug trade is given in the table in the adjoining column.

Trade Marks in Spain

THOSE readers concerned with the Spanish market will be interested to learn that the Spanish authorities have passed a new law establishing compulsory registration of trade marks in use in that country, as well as in Spanish colonies and protectorates. It is to be noted that the new decree is to have universal application no matter whether the merchandise bearing the trade marks is manufactured in Spain itself, or merely imported from abroad. Briefly, the preamble to the decree states that the compulsory registration has been introduced in order to guarantee the rights already acquired and to prevent unfair and illicit competition.

Seizure by Customs

The most important features of this new law so far as it concerns British manufacturers are that the Spanish Customs will now have the power to seize and confiscate merchandise imported into Spain bearing trade marks which have not been officially registered in that country, and that such manufacturers will run the risk of being penalised by fine for contravening the regulations. Whilst it is somewhat prob-

	Monthly average 1938	Month ended October 31	
		1945	1946
	£	£	£
Cameras	8,473	7,748	23,528
Cod-liver and other liver oils	11,784	23,205	65,845
Drugs, raw or simply prepared	24,778	5,190	36,877
Essential oils	17,542	17,022	15,030
Gums, acacia and tragacanth	5,464	10,332	13,718
Surgical, dental and veterinary instruments, etc.	20,923	22,308	116,919
Other medicines	145,885	409,119	1,159,740
Perfumed spirits	17,746	3,917	48,394
Perfumery and toilet preparations	96,497	187,563	395,883
Proprietary medicines	112,940	248,948	473,457
Quinine and salts	14,593	519	30,151
Scientific glassware	9,803	22,702	58,312
Toilet soap	27,498	9,875	50,661

is said to be £500,000 more than the comparable July total. It must be remembered however, when analysing the trade statistics, that the rise in prices has more than offset

natical whether or not the Spanish authorities will enforce the new decree to every letter, obviously it is advisable to regard any rights built up in the Spanish market. In this connexion the original time it fixed by the decree has been extended till July 1, 1947, and provided steps are taken by that date to file the applications for trade mark registration at Madrid, proprietors will have complied with the law. It sometimes happens that a trade mark used in foreign markets has not been registered in Great Britain and cannot be so registered on technical grounds. In such cases, it is possible for the Spanish registrations to be effected in the name of a resident nominee and subsequently to have the registration assigned and recorded in the Spanish Trade Marks office. Without the basis of a name registration, a foreigner cannot secure registration of his trade mark in Spain, and the method proposed is the only practicable solution in the circumstances occasioned by the introduction of the new tree.

A Knock on the Door

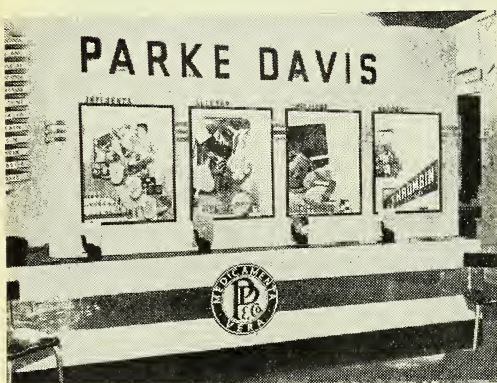
REQUEST for admission—"on a purely professional personal basis"—to the fastness of the Joint Committee on a National Pharmaceutical Service has been made by the Registered Pharmacists' Union (*C. & D.*, November 23, p. 680). There is no intention, apparently, at least at present, of ousting or displacing the present occupants of that stage-ground. Rather the aim is the rustic one of taking up a weapon of offence (or, if necessary perhaps, counter-attack) in the battle of wits shortly to take place over the terms on which pharmacists shall co-operate in the scheme set up under the National Health Service Act. Who is who will answer the door to the summons, how is it that this "gate-crashing" is considered necessary, and what is the answer likely to be? It will be recalled that the Committee was set up as a result of initiative taken by the National Pharmaceutical Union, which approached the Council of the Pharmaceutical Society with a proposal (*C. & D.*, 1945. II. 528) that negotiations in regard to pharmacy should be placed in the hands of a Committee fully representative of "all those interested in the provision of a pharmaceutical service."

Had this request been acceded to in the form in which it was put, all might have been well, but the Council raised objections and put forward alternative proposals which were eventually accepted. As a result, the new Committee became a joint body of the Society and N.P.U. The outcome was at once a renunciation of any claim by the Society's Council to be the sole spokesman of pharmacists and an over-weighting of the negotiators with proprietor pharmacists. Put algebraically, if the number of proprietor pharmacists be called a , and the number of employees b , then, disregarding for the moment the comparatively few pharmacists not coming into either category, $a+b$ (the Society's membership as a whole) would give fair representation. But the eventual Committee represented $2a+b$. With a and b roughly equal, the representation of employees thus dropped from $\frac{1}{2}$ to $\frac{1}{3}$. Not unnaturally the employees showed a growing feeling that their point of view was being disregarded. It is immaterial that, as contractors, the proprietors could be assumed to have a greater interest in the negotiations, since their sectional interests were already well looked after by the powerfully organised National Pharmaceutical Union. The employees' grievance is not dispelled by assurances, no doubt correct in a legalistic sense, that the Committee is perfectly constitutional.

However, a different question arises when the admission of the R.P.U. is put forward as a means of redressing the balance. It may be noted at once that, in advancing the claim at all, the Union has, like the Pharmaceutical Society's Council at an earlier date, abandoned any claim to speak for the craft as a whole, whatever may be meant by the warning or threat "Such application should not be construed, even if granted, as meaning the R.P.U. accepts the Joint Committee, as at present constituted, to adequately represent the interests of pharmacy as a whole."

The Committee undoubtedly needs modifying. The employees do have an interest in the National Health Service and it does need to be voiced. But let them be admitted as employees and not as part of a mixed organisation having no very recognisable claim to representation as a unit or component of the profession.

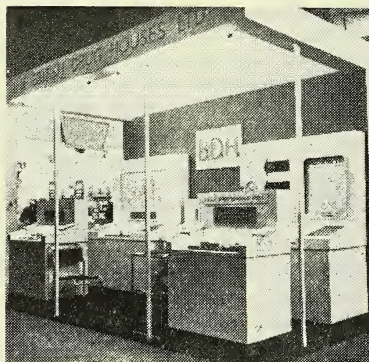
A t t h e L O N D O N



Parke, Davis & Co.



Evans Medical Supplies, Ltd.



The British Drug Houses, Ltd.

SOME 114 exhibitors were represented at the London Medical Exhibition, held in London recently. Stands generally have been well thought out and displays very simple and attractive, good use being made of lighting. Penicillin and other antibiotics were favourite topics for display, connected with this subject Aerosols, Ltd. showed in action an apparatus for producing aerosols having a particle size of less than $\frac{1}{2} \mu$, suitable for administering penicillin and other drugs by inhalation. Among new preparations shown were tablets of rutin (shown by Allen & Hanburys, Ltd.) a combined alum precipitated diphtheria toxoid and whooping cough vaccine (shown by Glaxo Laboratories, Ltd.), and Tridione (shown by Abbott Laboratories (England), Ltd.), a drug, which, it is stated, has an inhibiting effect on *petit-mal*, myoclonic and akinetic seizures in epilepsy. Wright Layman & Umney, Ltd., showed coal-tar antiseptics and preparations. Jeyes Laboratories, Ltd., displayed, amongst other preparations, Streph, an antiseptic with a Rideal-Walker coefficient of 9, the whole production of which during the war was diverted to the Ministry of Supply. Scott & Bowne, Ltd., showed a homogenised cod-liver-oil-and-malt preparation, which could be poured from a bottle, giving amongst other advantages, accuracy of dosage. Trophic and steroid hormone preparations were shown by Organon Laboratories, Ltd., certain of which preparations could be administered by injection, ointment or suppository. J. F. Macfarlan & Co.'s stand showed anæsthetics ether and chloroform, to mention only a few of the stands. Admission was limited.

Allen & Hanburys, Ltd.



EDICAL EXHIBITION



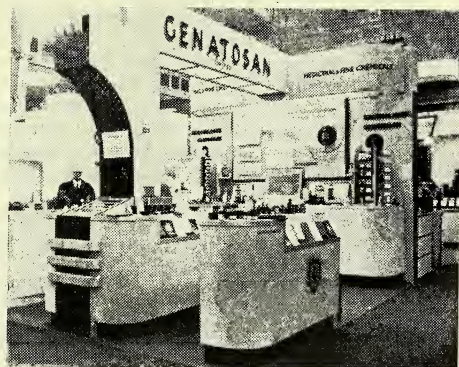
Burroughs Wellcome & Co.



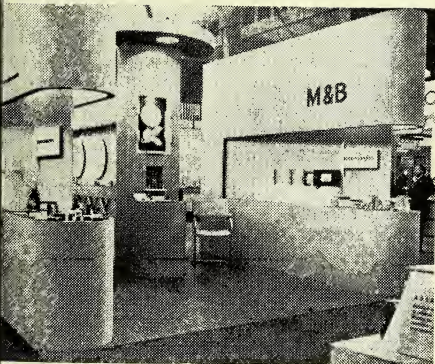
Savory & Moore, Ltd.



Glaxo Laboratories, Ltd.



Genatosan, Ltd.



Pharmaceutical Specialities (May & Baker), Ltd.



C. I. Hewlett & Son, Ltd.

MR. LINSTEAD LOOKS AHEAD

The Secretary of the Pharmaceutical Society addresses the Liverpool Branch on "The Next Ten Years."

ADDRESSING the Liverpool Branch of the Pharmaceutical Society recently, Mr. H. N. LINSTEAD, M.P., described changes which he anticipated would take place in pharmacy in the next ten years.

Under the National Health Service Act, said Mr. Linstead, the dispensing doctor would become a thing of the past, and the total amount of state dispensing would be doubled. Medical practitioners would increasingly need advice which the pharmacist must be able to provide.

Pharmacy in the Services

In the army there would be a small number of R.A.M.C. permanent commissions offered to pharmacists. In the Royal Air Force, also, a small number of commissions would continue to be available for pharmacists. The navy would continue to require pharmacists as civilian officers. In the civilian services, from the Ministry of Health downwards, an increasing number of administrative posts would be available for pharmacists. The new appointment of a chief pharmacist to the Ministry was an indication of the direction in which events were moving.

There would be no diminution in the demand by the public for proprietary medicines. The public had the right to treat themselves and one effect of the new service might well be to make them more ready to treat themselves. They would go to the doctor and buy the proprietary also. Government control was inevitable and would take the form of abolishing the fraudulent medicines, restraining intemperate advertising, and controlling names and formulas.

Educational Standards

There was no need to lower the educational standard of pharmacy. There were 25,000 pharmacists to staff 15,000 pharmacies and to meet the other needs. An intake of 500 or 600 each year would leave a small surplus after annual wastage had been made good. If pharmacists were to do twice the present amount of dispensing, each pharmacist must do more pharmaceutical work. There was work for unqualified people, but it should not be dispensing.

One statutory qualification only was needed, that of Pharmaceutical Chemist, which should be open to all existing chemists; and druggists and pharmaceutical

chemists those who passed the Ph.C. examination and had two years' practical experience; Dominion, Colonial and foreign pharmacists who complied with prescribe conditions; and holders of approved University degrees. The Society should create and maintain as a mark of the highest standard of professional competence a Fellowship which might be granted to all those who were Ph.C.s before the amalgamation of the two Registers; those passing a Fellowship examination of an extremely high standard; those who by practical experience of their profession over years had become in the highest sense master-pharmacists; and those who had made by research a substantial contribution to medicinal science. The Fellowship would be of the same significance in pharmacy as the F.R.C.S. or F.R.C.P. in medicine.

Definition of Supervision

The Registered Pharmacists' Union was urging the closer definition of supervision. This was unwise. There had been a legal definition by the High Court in the *Society v. Littlewoods, Ltd.* To define supervision further would take away from the responsibility of the pharmacist in charge, and substitute mechanical rules for professional knowledge and good sense.

Mr. Linstead said he expected a considerable extension of local organisation of pharmacists. The Pharmaceutical Committee would take the lead. The work of pharmacies and health centres must be co-ordinated, the one supplementing the other. There would be either a health centre or a private pharmacy acting as the central depot for a district. Hours of service between health centres and pharmacies would be co-ordinated. There must be collaboration and not competition between the service for which the Pharmaceutical Committee was responsible and that for which the Health Committee was responsible.

The organisation of pharmacy itself had two weaknesses. It lacked a comprehensive body representing all pharmacists who were employed, and a permanent central co-ordinating body. It was desirable to examine whether during the next ten years it might be possible by modifying the method of election of the Council to secure on its representation of the different sections of pharmacy. The Council should become

t only the governing body of the profession but also the means of unifying national policy and co-ordinating the efforts of individual organisations. It was possible for a wide series of powers and duties to be exercised by a body of pharmacists, together with Government representatives, who represented pharmacy as a whole because they were pharmacists and at the same time represented by right, and not by accident, the special interests of those sections of pharmacy which had appointed them to the Council.

Answering a question asked by Mr. J. H. SUGGS, Mr. Linstead said the Minister had made it clear that at every health centre there would be a dispensary at which prescriptions could be made up, but no patient would be under any obligation to

take prescriptions there to be dispensed.

Asked whether a chemist with normal facilities would be justified in spending £300 or £400 on his premises and equipment in anticipation of developments which might not materialise, Mr. Linstead said that if at the expenditure of, say, £300, one could make certain of the doubling of the present amount of dispensing, it might be unwise not to invest the money in this way.

Replying to a further question, Mr. Linstead said that the shortage of bricks and mortar would be a curb on the rapid development of health centres. Not all doctors would be going to the health centres; many of them would treat patients in their own consulting rooms and the patients would go to the nearest pharmacy.

A DEBATE ON PROPRIETARY MEDICINES

MOTION stating that the uncontrolled advertising of proprietary medicines was a menace to the public was proposed by Mr. J. N. Linstead (secretary, Pharmaceutical Society) and opposed by Mr. A. Mortimer representing the Proprietary Association of Great Britain) at a recent meeting of the Hunterian Society in London.

MR. Linstead admitted that many proprietary medicines were of value and were wisely used by the public; doctors would find themselves in difficulties if patients went to them for every trifling complaint. The freedom to treat his own body was one of the few freedoms left to the ordinary citizen. The manufacturers, the advertising agents and the newspapers had done much to raise the standard of medicine advertising. There were, however, still causes for complaint. There was no control over advertisers who did not submit to the code, nor was there any control over postal advertising. There were still, said Mr. Linstead, far too many worthless medicines, and in many instances the prices charged were excessive. Pseudo-scientific claims in the declaration of formulas were used to mislead the public. Advertising of proprietary medicines would cause people to be conscious of illness instead of health, and would detract from the value of the new Health Service.

DR. G. H. DAY, who seconded the motion, could not recall a single instance where proper treatment of a patient had been delayed by the use of proprietary medicines. Proprietary medicines came into their own after orthodox medicine had failed. The danger lay not in the existence of such

medicines but in their advertisement. The purpose of advertising was to create demand, and advertisements for medicines were successful when they created ill health.

MR. A. MORTIMER, opposing the motion, said there were some proprietary medicines which were manufactured under bad conditions and with little technical supervision. The Proprietary Association would like to prevent such manufacture. The legal enactments concerning advertising had been agreed measures, and the Proprietary Association had helped to get them passed. Advertising of proprietary medicines was justified. There were adequate powers to prohibit the use of wrong or misleading names of drugs in the declaration of contents. If a product was good it was natural for the makers to wish to tell as many people as possible. Faith played a large part in bringing about a cure, whether by a proprietary medicine or by a doctor. Self-diagnosis was universally practised and encouraged by doctors. In Mr. Mortimer's company, advertising helped to maintain sales, which in turn helped finance a research institution which had done valuable work.

MR. J. S. WALMSLEY, supporting Mr. Mortimer, said most advertising of proprietary medicines was informative, not persuasive. No manufacturer would advertise a medicine of poor quality. Advertising of medicines was subject to more controls than any other form of advertising.

After being discussed, mainly in a light-hearted vein, by members of the Hunterian Society, the motion was put to the vote and carried with seven dissentients.

DUBLIN STUDENTS' ANNUAL MEETING

MR. SEAMUS FOX, Ph.C. (outgoing chairman) presided at the annual meeting of the Pharmaceutical Students' Representative Body, held recently in Dublin. The president of the Pharmaceutical Society (Mr. J. K. Whelehan), the vice-president (Mr. P. A. Brady), the treasurer (Mr. John Gleeson) and Mr. P. C. Cahill were also present. Mr. Fox, in his review of the year's work, spoke of the good relations existing between the Students' Body and the Council, and mentioned that many important concessions had been obtained for students.

The Council had now decided to hold an annual conferring ceremony, the first of which would be in November, when licentiatees would be presented with their certificates. Students who had served in the defence forces during the emergency had been given a concession in the licence examination. Mr. Fox thanked the students for the encouraging support given to him.

MR. WHELEHAN then addressed the students, impressing upon them the need for having a strong, representative body

such as they had in the Students' Representative Council. He appealed to them to remember the dignity and status of the profession of pharmacy. MR. BRADY, MR. GLEESON, and MR. CAHILL also addressed the meeting. The report was adopted.

MR. HENRY N. SCROOPE, outgoing treasurer and records secretary, referred to the expansion of the students' organisation by the formation of branches in Limerick and Galway. His report was unanimously adopted.

Those who took part in the general debate which followed included Messrs. G. O'Connor, L. Byrne, A. Allshire, C. O'Higgins and K. Deery. The following officers and Council were elected for the ensuing year: *Chairman*, Mr. Henry N. Scroope; *Vice-chairman*, Miss Maureen O'Sullivan; *Correspondence Secretary*, Mr. Liam Byrne; *Records Secretary and Treasurer*, Mr. John Fitzgibbon; *Council*, Miss Peggy Fallon, Miss Ann Dorrian, Messrs. John Roche, Arthur Allshire and Hubert O'Doherty.

SCOTTISH PHARMACEUTICAL FEDERATION

A MEETING of the Executive Council of the Scottish Pharmaceutical Federation was held in Edinburgh recently, Mr. C. A. Buick (president) in the chair. On behalf of the Executive, THE PRESIDENT congratulated Mr. A. Murray on his appointment as chairman of the North British Branch of the Pharmaceutical Society.

The Federation's accounts for the year ended April 30, 1946, were approved, and reports were received on the work of the Council of the Chemists' Federation and of its Scottish Committee.

The questionnaire on the National Health Service issued to Scottish chemists by the Pharmaceutical Standing Committee (Scotland) was discussed, and it was emphasised that replies were treated as strictly confidential. It was decided to urge chemists who had not replied, to do so as soon as possible.

Amended draft terms of an agreement between the Federation and the Shop Assistants' Union concerning the regulation of wages and conditions in retail pharmacy in Scotland were considered.

A letter from the secretary of the National Pharmaceutical Union stated that the suggestion to extend to Scotland the activities of the N.P.U. Business Purchase and Guarantee Fund would have to be

abandoned, as it was impossible under Scottish law to obtain the form of security required to cover the loans.

A letter was received from the Ministry of Labour and National Service, Edinburgh, thanking the Executive for the full consideration it had given to the Ministry's proposals for vocational training for assistants in retail pharmacy. The Executive had previously considered the proposals but had decided that the technicalities of pharmacy made them impracticable.

THE SECRETARY reported that a member who had been charged under the Goods and Services (Price Control) Acts, 1939 with selling a number of articles at prices in excess of the permitted prices, had been defended by the Federation's solicitor; a fine of £5 had been imposed. Another member had been assisted in obtaining a soap allocation which had in the first place been refused by the Food Office. THE SECRETARY reported that, as a result of representations made by the Federation to the Board of Trade, supplementary clothing coupons for overalls had been obtained and issued by the Federation to chemists who had failed to apply at the correct time. The Federation had succeeded in obtaining cheques on behalf of two members in respect of credit notes received from suppliers.

TRADE REPORT

Spot quotations for pharmaceutical chemicals represent the prices for wholesale quantities of standard quality. Prices of crude drugs and essential oils vary as to brand or grade.

8 Essex St., W.C.2, November 27

An active tone has been evident in the markets for PHARMACEUTICAL CHEMICALS and the demand in both the export and home trade has been good. Price changes have been few and the only important increases are shown in IODINE and iodine preparations; these higher prices obtain in the export market only.

Crude Drugs

Conditions in the markets for CRUDE DRUGS show little change on the week, with the export demand growing and the home trade showing a good inquiry for seasonal drugs, many of which are difficult to locate. The developments forecast in the importation of AGAR from Japan have matured. On November 25, the Ministry of Food called a meeting of representatives of firms which imported agar from Japan prior to the war. Two tons of this commodity (about 800 cwt) is available in Japan for export to this country. A small committee of buyers is to work in conjunction with the Ministry in arranging for the importation and distribution of this supply. A good demand has been experienced for ANTONY. Reports show that metal shipped from China to destinations other than the U.K. is fetching up to £180 per ton for 90 per cent. regulus. BALSAMS show a keen inquiry; BALSAM OF TOLU is still very scarce and both spot and forward quotations are higher. BALSAM OF COPAIBA has not yet appeared on the market, but it is expected that a supply will be available in the near future. A great scarcity of BELLADONNA LEAVES is reported; there is a good demand for this drug. BUCHU is quiet and prices are lower on the spot. Shipment quotations for CLOVES are fractionally easier. Supplies of Chinese CAMPHOR, tablets and slab, are difficult to obtain. Mombasa CHILLIES are in short supply. The Portuguese DIGITALIS LEAVES now offering are old and of poor quality. GUM MASTIC is lower for poorer quality material. There is a good demand for HENBANE and supplies are low. A parcel of JALAP, with a test of 12 per cent. resin, on the way; forward prices are in the region of 2s. 9d. per lb., c.i.f. KOLA is a very quiet market. LOBELIA is very scarce and spot quotations are again higher. SPAIN is higher at source. There is a good demand from the Continent for QUASSIA

and spot supplies are now difficult to obtain. The Chinese RHUBARB now available is poorer in quality and samples are wormy.

The Ministry of Food announces that the following EXPRESSED OILS have been increased in price; the amount of the increase is given in brackets: COCONUT (£31), PALM KERNEL (£30 10s.), COTTONSEED (£27 17s. 6d.), GROUNDNUT (£25 10s.), SUNFLOWER (£25 10s.), PALM (£16 5s.).

U.S. Drug and Chemical Report

New York, November 22

CHEMICAL prices in the United States will be increased by an average of 10 per cent. during the next two months as makers adjust their selling schedules to offset higher raw material, labour and container costs; stabilisation during 1947 at these new higher levels is expected. FINE CHEMICAL markets have been featured by sharp advances in the quotations for alcohol and glycerin. The 28½ cents per gall. increase in producers' prices for alcohol will be reflected in many pharmaceutical items. One large manufacturer of AMYL ACETATE, ETHYL ACETATE and ETHER has already announced higher selling schedules for his products. It is reported that at least three of the major U.S. producers of GLYCERIN are demanding 55 cents per lb. for material while, prior to decontrol, the maximum price was fixed at 18 cents per lb., in tank cars. The tightness of glycerin in recent months is reflected in the GLYCEROPHOSPHATES, deliveries of which are running several months behind schedule. While MERCURY was marked down \$3 per flask over the course of the whole week, no further reports have been received regarding the rumoured Spanish and Italian cartel; domestic production of the metal is almost at a record low level but demand at the present time is very limited. The MENTHOL market has remained quiet pending an announcement of selling schedules for the 12½ tons of material imported from Japan by the U.S. Commercial Co. LANOLIN manufacturers anticipate a substantial increase in sales volume as a result of the sharp price advances in fats and oils. Photographic and prescription lines have remained fairly steady at the old O.P.A. selling levels.

Quiet conditions were maintained on the CRUDE DRUGS markets but items imported

from Central European countries remained very firmly priced and in strong demand. Price restrictions were removed from all drugs before the termination of the O.P.A. and the ending of controls had no effect on this section of the chemical markets. The Department of Commerce announces that botanical drug imports declined 73 per cent. in July from the June level, mainly as a result of the falling off of LIQUORICE root shipments; only 85 lb. was received compared with 5,839,567 lb. in June. However, volume of the majority of crude medicinal products imported was up. There is little likelihood of an early improvement in the VANILLA BEAN situation; most warehouse stocks are held against earlier commitments. MANDRAKE, BELLADONNA, HENBANE and VALERIAN ROOT are all in a critically tight position. The arrival of about forty bags of HAWTHORN from an English port was noted during the week. The removal of price restrictions is not likely to bring any substantial relief to the present shortage of CASTOR OIL, a trade survey indicates. The improved fat supply situation should bring about an increased demand for ESSENTIAL OILS from soap manufacturers. There has been little improvement in the supply of AROMATIC CHEMICALS and available material was mainly assigned to regular customers.

Pharmaceutical Chemicals

ACETANILIDE.—Makers' prices are unchanged: 2s. 5d. per lb. for crystals, 2s. 6d. for powder.

AMIDOPYRINE.—Makers' quotation for 56-lb. lots is 36s. per lb., with other quantities at proportionate prices.

AMPHETAMINE.—The price given by makers is 150s. per lb. in good demand.

ASPIRIN.—Home market prices steady; quotations per lb., in quantities of 28-lb.-1-cwt., are (containers in brackets): 4s. 1½d. (1-lb.); 4s. 0d. (4-lb.); 3s. 11d. (7-lb.); 3s. 10½d. (14-lb.); 3s. 9½d. (28-lb.).

ASPIRIN TABLETS.—Makers quote bulk supplies per 1,000 as follows: Under 5,000, 3s. 6d.; 5,000 and over, 3s. 4d.; 10,000, 3s. 3d.; 25,000, 3s. 1d.; 50,000, 3s.; 100,000, 2s. 11d.; 250,000, 2s. 10½d.; 500,000, 2s. 10d.; 1,000,000, 2s. 9d.

ATROPINE.—Home trade prices per oz. are steady at: ALKALOID, 42s. 6d.; 4 oz., 42s.; 25 oz., 41s. 6d. SULPHATE, 34s.; 4 oz., 33s. 6d.; 25 oz., 33s. METHYLBROMIDE and METHYLNITRATE, 75s.

BIARIUM SULPHATE, B.P. (x-ray).—Prices per lb. quoted by makers, in 28-lb.-1-cwt.

lots, for home sales, are (containers in brackets): 1s. 6d. (1-lb.); 1s. 4½d. (4-lb.); 1s. 3½d. (7-lb.); 1s. 3d. (14-lb.); 1s. 2d. (28-lb.). Prices are net, one month.

BENZOIC ACID.—In limited supply. Small quantities are quoted at 2s. 9d. per lb.

BISMUTH SALTS.—Makers' prices are as follows (containers in brackets): 7 lb. and under 14 lb., 14s. 2d. (1-lb.), 14s. 1d. (2-lb.), 14s. 0½d. (4-lb.), 13s. 11½d. (7-lb.), 14 lb. and under 28 lb., 13s. 11½d. (1-lb.), 13s. 10½d. (2-lb.), 13s. 10d. (4-lb.), 13s. 9d. (7-lb.), 13s. 8½d. (14-lb.), per lb. CITRATE 1s. 8d. per lb. over above prices. SALICYLATE, 3d. per lb. over above prices. SUBGALLATE, 3s. 11d. per lb. over above prices. SUBNITRATE, 1s. 3d. per lb. over above prices.

BORAX.—Makers' prices are: B.P. quality, granulated, £38 per ton; crystal £39; powder, £39 10s. Commercial grades, £8 per ton less. Packed in 1-cwt. bags, delivered carriage paid in Great Britain, in 1-ton lots and upwards.

BORIC ACID.—The following are makers current rates per ton lots of B.P.: Granulated, £60; crystal, £61; powder, £62. Commercial grades, £8 per ton less. Packed in 1-cwt. bags, delivered carriage paid in Great Britain, in 1-ton lots and upwards.

BROMIDES.—Prices unchanged. POTASSIUM, in quantities of 28 lb., is quoted at the following rates per lb. (containers in brackets): 3s. 2½d. (1-lb.); 3s. 1d. (4-lb.); 3s. (7-lb.); 2s. 11½d. (14-lb.); 2s. 10½d. (28-lb.). SODIUM, 1½d. per lb. less, and AMMONIUM, 1½d. per lb. more than above prices. Prices are net, without engagement.

BUCRINE.—Makers' prices per oz., are as follows:—

Compound	Under 25 oz.	25 oz. and under 100 oz.	100 oz. and under 500 oz.
	s. d.	s. d.	s. d.
Alkaloid ..	1 4½	1 4	1 3½
Nitrate ..	1 3½	1 3	1 2½
Sulphate ..	1 3½	1 3	1 2½

CHLORAL HYDRATE.—Prices are as follows: 28 lb., 4s. 5d. per lb.; 14 lb., 4s. 9d.; 7 lb., 5s. less than 7 lb., 5s. 6d. per lb.

CHLOROCRESOL.—Makers' prices are unchanged. 1 cwt., 4s. per lb.; 56 lb., 4s. 3d.; 28 lb., 4s. 6d.

CITRATES.—Quotations are as follows: POTASSIUM, in quantities of 28 lb.-1-cwt., is quoted per lb., as follows (containers in brackets): 3s. 8½d. (1-lb.); 3s. 7d. (4-lb.); 3s. 6d. (7-lb.); 3s. 5½d. (14-lb.); 3s. 4½d. (28-lb.). FERRI ET AMMON. CIT. B.P., 3d. per lb. above; SODIUM, B.P., 3d. per lb. below; POWDER, 1d. per lb. extra.

Crude Drugs

ALOES.—Quotations for Curaçao are steady at 270s. per cwt., spot; forward, 235s. to 245s., c.i.f.

ANISE (STAR).—Quotations are unchanged at 190s. to 210s. per cwt., on the spot; shipment, 120s., c.i.f.

ANTIMONY.—The controlled price for minimum 99.6 per cent. regulus is £132 10s. per ton, delivered; 99 per cent. regulus, 125 per ton; 70 per cent. crude, £105.

ARECA NUTS.—Ceylon, on the spot, are quoted at 65s. per cwt., shipment, 62s. 6d., c.i.f.

BALSAMS.—Canada is offered at 14s. 9d. per lb. Peru is quoted at from 8s., duty paid; in bond, 7s. 6d. Tolu, very scarce, 18s., spot; 18s. 6d., c.i.f.

BENZONIN.—Sumatra is quoted from £25 per cwt., on the spot; affloat, £25; shipment, expected to be easier.

MYRRH.—Aden sorts are available at £14 £16 per cwt., according to quality; sifted, are quoted at £10 per cwt.

ORANGE PEEL.—Spanish quarters are steady at 2s. per lb., spot; sweet ribbon, 2s. per lb. Italian bitter quarters, 1s. 6d. per lb.

ORRIS.—Firm. Florentine quoted at prices ranging from 135s. to 140s. per cwt., spot. Verona, 75s. to 80s. per cwt.

PAPAIN.—Spot quotations are unchanged at 24s. per lb. Prices at source are reported higher.

PIMENTO.—Spot quotations are at 1s. 1d. per lb.; forward, 122s. 6d. per cwt., c.i.f. quiet market is reported.

QUASSIA.—Spot supplies are rather low. Quotations are steady at 42s. 6d. per cwt.

QUILLAIA.—Natural bark is quoted unchanged from 125s. to 130s. per cwt., spot; cut, 150s., ex store.

QUINCE SEEDS.—Cape is steady at 6s. 9d. per lb., on the spot.

RHATANY.—Quotations are steady at 4d. per lb., on the spot.

RHUBARB.—Rough round is quoted at 10s. 6d. to 12s. 6d., according to quality. Wormy material is offered at 8s. 6d. per lb.

SARSAPILLA.—Jamaica native is quoted at 2s. 4d. to 2s. 9d. per lb., according to holder.

SEEDS.—**ANISE.**—Turkish, 2s. 7d. per lb., duty paid; Cyprus, now landing, 2s. 7d., duty free. **CELERY.**—Indian, 1s. 6d. per lb., ex warehouse London or Liverpool. **ORIANDE.**—Indian, 85s. per cwt., ex warehouse London; Morocco, 82s. 6d., duty

paid, ex store London. **CUMIN.**—Malta, 225s., per cwt.; Cyprus, 220s.; Indian, 225s., ex warehouse London. **DILL.**—Indian, 56s. per cwt., ex warehouse Liverpool, 57s. 6d. ex warehouse London. **FENNEL.**—Indian, 150s. per cwt., ex warehouse London or Liverpool. **FENUGREEK.**—Indian, 65s. per cwt., ex store London; 62s. 6d. ex warehouse Liverpool.

SENEGA.—Quotations are steady at 15s. 3d. to 15s. 6d. per lb., on the spot.

SENNA.—Tinnevely leaves, spot, No. 1, 1s. 2d.; No. 2, 10½d.; No. 3, 10d.; No. 4, 8½d. Tinnevely pods, good quality, from 10½d. to 11½d.; f.a.q., 6d. to 6½d. Alexandrian pods, hand-picked, spot, from 4s. 3d. to 4s. 9d., according to quality; medium, 2s. 9d.; manufacturing grade, 1s. 9d. to 2s.

SQUILL.—Spot quotations are in the region of 65s. to 67s. 6d. per cwt.

STRAMONIUM.—Indian leaf is quoted higher at 95s. per cwt., on the spot.

STROPHANTHUS.—Stocks are nearly exhausted. 100 per cent. Kombé is now worth 9s. per lb.

STYRAX.—In limited supply at the unchanged price of 4s. 10½d. per lb., duty paid.

TONKA BEANS.—Frosted Para are quoted at 6s. to 6s. 6d. per lb., on the spot.

TRAGACANTH.—Market quiet with prices steady. Selected grades are quoted at £155 per cwt. Prices of medium grades are as follows: No. 1, white, £145 per cwt.; No. 2, white, £125; No. 3, white, £110; No. 4, white, £85; pale leaf, £50; amber leaf, £50; dark amber, £35; brown leaf, £25; red-and-brown leaf, £20; red leaf from £17; hoggy, £12 to £15.

TURMERIC.—Madras finger, 95s. per cwt., ex wharf London; 92s. 6d., ex store Liverpool. November-December shipment quoted at 97s. 6d., c.i.f. In good supply.

VALERIAN.—Belgian is steady at 210s. to 240s. per cwt., according to holder.

WAXES.—**CARNAUBA.**—Fatty grey, 1,020s. per cwt., spot; December-January shipment, 900s., c.i.f. Chalky grey, 980s. per cwt., spot; December-January shipment, 870s., c.i.f. Prime yellow, 1,170s. per cwt., spot; December-January shipment, 1,040s., c.i.f. **CANDELILLA.**—Spot and forward delivery, 450s. per cwt. **BEES'.**—Dares-Salaam, spot, 335s. per cwt.; shipment, 340s., c.i.f. Benguela, spot in bond, 305s.; shipment, nominal, 305s. Sudanese, 305s., spot in bond. Lindi, spot, 330s.; shipment, 335s. **MONTAN.**—375s. per cwt., ex store. **OURICURI.**—7 per cent. impurities, 550s.

Essential and Expressed Oils

BAY.—Quotations for West Indian are unchanged at 9s. 6d. per lb. for small lots.

CADE.—Nominal price is about 5s. per lb. for small quantities.

CASSIA.—Prices range from 16s. per lb. for original packages to 20s. per lb. for smalls.

CASTOR.—The official price is unchanged. "Firsts" £110; "seconds," £108 per ton, naked ex works.

CINNAMON LEAF.—In limited supply. Quotations are steady at 17s. to 18s. per lb.

CLOVE.—English-distilled oil is steady at 11s. to 12s. per lb., according to quantity.

CORIANDER.—Quotations for English-distilled oil (B.P.) are unchanged at 250s. per lb., spot.

GERANIUM.—Bourbon is worth about 90s. per lb., on the spot.

GINGER.—Quotations are steady at 80s. to 100s. per lb., according to source.

GUAIAWOOD.—Offered at prices from 18s. to 19s. per lb., according to quantity.

LAVANDIN.—Quoted at 20s. per lb., on the spot.

LAVENDER.—French oil (38 to 40 per cent. esters) is available in limited quantity at 60s. to 65s. per lb. Spanish (spike), 15s. per lb.

LEMONGRASS.—Spot quotations are at 20s. per lb.; forward, from 18s. to 19s., c.i.f.

LIME.—Quotations for West Indian distilled oil are at 35s. per lb., on the spot.

LINSEED.—The controlled price for crude oil is £135 per ton, naked, ex works.

NEROLI.—Forward quotations are given as being in the region of 70s. per oz.

NUTMEG.—Firm. English-distilled oil is available at 77s. 6d. per lb.

OLIVE.—Controlled price of edible, 1 per cent., is 47s. 9d. per gall. of 9 lb., ex store London, in 45-50 gall. drums.

ORIGANUM.—Steady. Offered at 21s. per lb., on the spot.

PALMAROSA.—East Indian would be worth about 80s. per lb., on the spot.

PIMENTO BERRY.—Firm. English distilled oil is quoted at 57s. 6d. per lb., spot.

RAPESEED.—Controlled price, for bulk supplies of crude oil, is £91 per gallon, naked ex works.

ROSEMARY.—Spanish is quoted at about 10s. 6d. per lb., for small quantities.

SASSAFRAS.—Brazil is easier and is being offered at 4s. 6d. to 5s. per lb., spot.

THYME.—Red oil (40 per cent. phenol) is quoted at 20s. per lb.; white oil, 22s. 6 per lb.

VERTIVERT.—Nominal quotation for shipment is 160s. per lb., c.i.f.

EAST AFRICAN PYRETHRUM AND PAPAIN

RECENT rains in the Kilimanjaro area have produced an excellent flush of pyrethrum but some growers have been unable to handle it adequately owing to labour shortages. In the Turi, Elburgon and Molo areas, considerable damage has been effected by wilt believed to be due to continued rainfall without intervening sunshine. No experience has been had of this before, but with the improvement in the weather, the plants are beginning to recover and it is hoped they will give a small flowering later in the year. The recent rains have improved production of papain and the local price remains firm at Sh. 20 per lb., as compared with Sh. 10 per lb. a year ago, states a Barclays Bank (Colonies) report. Present prices show a large profit and there is every incentive to plant up new areas, but the Government is adamant that food crops must take priority in planting up new ground.

IMPORTS OF DRUGS

THE Board of Trade announce that they have granted an open general licence, to take effect on December 1, for the import of some fifty crude drugs, in the natural state or simply prepared, consigned from any country; as a consequence separate licences to import the goods will not be required. The full list is as follows: Aloes, Cape; aloes, Curaçao; aloes, Socotrine; araroba; arnica flowers and rhizome; balsam of copaiba; balsam of Peru; balsam of tolu; Calabar beans; calumba root; canabais indica; cascara bark; chaulmoogra oil; colchicum corm; colchicum seed; dandelion root; ephedra herb; ergot; euphorbia herb; gentian root; guaiacum gum; henbane, Egyptian; horehound; hydnocarpus oil; jaborandi; jalap, Mexican; krameria; lavender flowers; lemon peel, dried; lime tree flowers; liquorice juice; liquorice root, natural; liquorice root, peeled; male fern; mastic gum; orange peel, dried; orris root; podophyllum emodi; quince seeds; rhu-barb, Chinese; sarsaparilla; scammony root, Mexican; senega root; senna leaves, Alexandrian; senna pods, Alexandrian; squills, white; styrax; stramonium leaves; uva ursi.

OVERSEAS TRADE NEWS

Canadian Imports.—In the period of eight months, ended August 31, the Dominion imports for consumption, of chemical and allied products, reached a total of \$61,548,000, an increase of over \$500,000 when compared with the figure for the same period of 1945.

Fate of I.G. Farben.—The residue of the old German cartel, I.G. Farben, amounts to 850 plants, of which 40 per cent. are in the Russian zone. In the American zone, 125 factories are to be divided into thirty separate and independent units, states a Reuter report. These units will be operated under trustees appointed by the provincial governments.

Italy Drives for Foreign Trade.—Italy is making great efforts to improve her foreign trade, with negotiations or talks with at least thirty of her pre-war clients. Talks are taking place in Rome between a Hungarian trade delegation and the Italian authorities with the object of Italy providing feeding cattle, textiles and machine tools in exchange for pharmaceutical products, steel and iron products, foodstuffs, etc.

Argentine Linseed Acreage.—The Argentine Ministry of Agriculture issued recently the third estimate of the area sown in linseed for the 1946-47 season, placing the total at 4,700,000 acres. This compares with the second forecast of 5,041,000, and with last year's total area sown of 4,606,000 acres. The report adds that the estimate would have reached the second forecast figures if the weather had been more favourable.

French Soap Production.—Total soap production in France in September amounted to 16,181 tons compared with the output in the corresponding month of 1938 of 35,860 tons. The recent production included: 761 tons of toilet soap (1,370 tons in September 1938), other soap 3,267 tons (19,104), soap powder 10,466 tons (5,540), shaving products 88 tons (82), industrial products and miscellaneous items 599 tons (7,764).

Threat to German Soap Industry.—No change on the recently published list of firms to be dismantled has caused more comment than that of Matthes and Weber, the Duisburg soda producers. It is reported that fifty per cent. of its plant is to be dismantled and there is a possibility that a further twenty-five per cent. may be affected. In the British zone only two firms produce soda ash, an essential material in the manufac-

ture not only of soap products, but also of some medicines.

Poland Imports Chemicals.—Representatives of the Polish chemical industry have been negotiating with the Swiss, Belgian, French and Swedish chemical industries with a view to obtaining supplies of chemicals and dyes. Home production, severely damaged during the war, is unable to meet demand. Negotiations with Russian representatives have led to considerable quantities of chemicals being imported into Poland, while about ten tons were imported from France in October and a further seven-and-a-half tons are expected.

Australia's Trade with the U.K.—The Commonwealth Statistician, has recently made available particulars of Australian trade with the United Kingdom for the year 1945-46. The Commonwealth imported drugs and chemicals to a total of £2,807,000 sterling, compared with £2,498,000 in the previous year and £2,289,000 in the year 1938-9. The total for exports of these goods in 1945-46 amounted to £124,000, compared with £72,000 in the previous year and £109,000 in 1938-9.

Synthetic Penicillin Expensive.—Synthetic penicillin is not a commercial proposition at present because of its high production costs, states a New York report. To manufacture the drug synthetically involves the use of expensive chemicals and it is believed that costs will not be reduced to a level which will compete with mould-produced penicillin for a long time. Of the several forms of mould penicillin so far produced, it is the G-type which has been synthesised. It was manufactured from two substances which can be prepared from amino acids, dextro penicillamine and a member of the oxazolones group.

Bombay's Foreign Trade.—The total value of the foreign trade of Bombay for the month of August 1946 amounted to Rs. 16.82 crores, showing a rise of Rs. 10.49 crores over the figure for August 1945. The increase was due to larger arrivals of foreign merchandise and greater shipments of merchandise of Indian and foreign produce. The port received chemicals and chemical preparations to the value (in lakhs of rupees) of 33, an increase of 21 lakhs of rupees over August 1945. Drugs and medicines were imported to the total value of 22 lakhs of rupees compared with 13 lakhs of rupees for the same period in 1945.

INSURANCE ACT DISPENSING

Ayrshire.—At a recent meeting of the Insurance Committee it was stated that the average cost per prescription form issued by doctors during 1945 was 22.4d. compared with 20.5d. in 1944. The average cost per insured person in the area for drugs supplied during 1945 was 39.3d., an increase of nearly threepence on 1945. £7,224 was paid to chemists for drugs supplied to insured persons for the first five months of 1946. Of this sum, £286 was for purchase tax. The sum, exclusive of the cost of purchase tax, represented an increase of £1,356 over the same period of the previous year, and was due partly to an increase of 4.893 in the number of prescriptions issued. The number of insured persons on July 1 was 101,070, compared with 92,686 on July 1, 1945, and 90,945 on the corresponding date in 1939.

Bedfordshire.—Reference to the perfect working of the rota system among Bedford chemists was made at a recent meeting of the Insurance Committee. Alleged lack of co-operation among Luton chemists was discussed at length. It was recommended that Luton chemists should be required to open their shops for National Health Insurance dispensing for one hour on Wednesday evenings and for one hour on Sundays.

Hull.—Dissatisfaction of Hull chemists over the delayed payment of their accounts under the National Insurance scheme was expressed by Mr. L. S. Sellé at a recent meeting of the Insurance Committee. A letter from the prescription committee for the district expressed regret at the delay during the past few months, which had been caused by depletion of staffs, and by the fact that overtime had had to be stopped on account of absenteeism from sickness.

Liverpool.—At a recent meeting of the Liverpool Insurance Committee, it was

stated that during the past year only one complaint of any importance had arisen. The total number of prescriptions issued during 1945 was 1,612,490, an increase of more than 22,000 over 1944. The cost was £81,447, an increase of £8,500 over the figure for 1944.

Middlesex.—At a recent meeting of the county Pharmaceutical Committee, statistics for March were considered. In the area of the Insurance Committee 364,353 prescriptions were dispensed during the month, an increase of 28,000 over the figure for the corresponding month in the previous year. The average cost of ingredients was 0.3d. higher and the total prescription cost had increased from 12.80 to 13.9d. representing a payment to chemists of £21,114, against £17,944 for March 1945. The average cost per 1,000 prescriptions was £57 19s., against £39 14s. 4d. in March 1940, a rise of approximately 46 per cent. Ingredient costs were higher by 54 per cent., and dispensing fees by 36 per cent. The Committee received with regret the resignation of its senior member (Mr. H. E. Clement) Mr. R. C. Goode was appointed as his successor. Deductions authorised by chemists from their National Health Insurance accounts as a "Thanksgiving for Victory" contribution to the Benevolent Fund were reported to have amounted to over £280 which will be sent to the Pharmaceutical Society. It was decided to call the attention of the Central National Health Insurance Committee to the poor rate of remuneration for penicillin packs and ready-prepared preparations of penicillin when supplied to the value of 10s. and over on insurance prescriptions.

Smethwick.—179,383 prescriptions were dispensed in 1945 at a total cost of £9,786 representing an average cost of 13.1d. per prescription. In his report to the thirty-fourth annual meeting of the Smethwick Insurance Committee, recently, the chairman stated that there were forty-two chemists undertaking the dispensing of insurance prescriptions. Comparative figures, 1941-45, are given opposite.

Year	Number of prescriptions	Total cost	Average cost per prescription	Number of insured persons	Prescription frequency per insured person
		£	d.		
1940	167,055	6,493	9.3	38,959	4.29
1941	151,150	6,398	10.2	37,519	4.03
1942	162,739	7,101	10.5	37,936	4.29
1943	181,544	8,253	10.9	38,817	4.68
1944	182,032	8,716	11.5	38,974	4.67
1945	179,383	9,786	13.1	38,513	4.66

NEW BOOKS

Civil Aviation and the Export Trade.—
 J. Freeman. 8½ in. x 5½ in. pp.
 1. 6s. 6d. Institute of Export, Royal
 Empire Society Building, Northumberland
 Avenue, London, W.C.2.

Written by an obvious enthusiast—a
 Squadron-Leader who now holds “a senior
 appointment in the Marine Insurance De-
 partment of a large manufacturing house”
 the work covers an almost incongruously
 wide field from illustrations of the original
 Wright biplane and Bleriot 1909 Cross-
 annel monoplane to the specimen bag-
 gage check of an air line today, taking in
 aviation history, political background, law,
 insurance and aircraft specifications. No-
 thing, however, is necessarily irrelevant in
 the presentation of ideas designed to assist
 the student of Export in his approach to the
 subject of Civil Aviation” and the author’s
 business has ensured that each aspect has
 been exhaustively dealt with. The writer
 shows commendable moderation in the
 claims he makes for air transport in its
 application to the carriage of cargoes. “It
 is now accepted by all the most extreme
 antagonists of air transport,” he writes,
 “that for quite a few years, at any rate, the
 categories of goods for which air transport
 can be commercially worth while will fall
 into two classes.” The categories are goods
 with a high rate of value to weight (in
 which he includes drugs and “certain
 chemicals”); and goods for which speed of
 transport is of extreme importance (among
 which he might justifiably, but does not,
 include urgent medicines). The author’s
 sense of moderation and enthusiasm have
 resulted in a work that is both readable and
 informative. There are appendices on
 aviation law and international conventions.

**Penicillin; Its Properties, Uses and
 Preparations,** published by direction of the
 Council of the Pharmaceutical Society,
 10 in. x 8½ in. pp. 199. 10s. 6d. The Phar-
 maceutical Press, 17 Bloomsbury Square,
 London, W.C.1. This textbook, probably
 the first on penicillin to be written specifi-
 cally for the pharmacist and doctor in
 general practice, deals primarily with prac-
 tical problems. Although the pharmacist’s
 and doctor’s problems often differ, there is
 sufficient over-lap to enable most of the
 book to be useful to both types of prac-
 titioner. Manufacturing processes have been
 described briefly to give the necessary back-
 ground to the work, and, except for seed-
 links at the Speke factory being mistaken
 for the much larger fermentation tanks,

they are well illustrated. International
 agreements on patent rights, etc., which still
 bring the chemistry of penicillin within the
 Official Secrets Act, are summarised neatly.
 A useful section on dispensing procedure is
 given, but here more space could well have
 been devoted to the planning of the sterile
 room. Many formulas of penicillin prepara-
 tions are listed, including suggested oral pre-
 parations, sprays, snuffs, agar pastille bases,
 substitutes for a proprietary wax in oily
 bases, and a chewing wafer (a preparation
 not yet manufactured in Britain). A steri-
 lisable pastille mould features among
 apparatus illustrated. Primarily of medical
 interest, chapters on pharmacology and
 clinical use are included. Amendments
 to the B.P. on penicillin, and copies of
 appropriate Statutory Rules and Orders are
 contained in appendices. The text is well
 laid out, and though slight differences in
 style are detectable, the book has been
 welded into a solid unit, and should prove
 of value not only to practitioners but also
 to students.

**Practical Methods for the Microbio-
 logical Assay of the Vitamin B Complex
 and Essential Amino Acids.** E. C. Barton-
 Wright, D.Sc., F.R.I.C., 5½ in. by 8½ in.,
 pp. 58, Ashe Laboratories, Ltd., 120-22
 Victoria Street, London, S.W.1, 7s. 6d.
 Microbiological methods of assay, which use
 bacteria and fungi in place of small animals,
 have, the author points out, a number of
 advantages over chemical or “macrobio-
 logical” methods; for example they are
 comparatively rapid, a number of samples
 can be assayed at one time, and no elaborate
 apparatus is needed. Micro-organisms re-
 semble animals in requiring vitamins and
 amino-acids for normal metabolism, and
 the principle of the microbiological assays
 of these substances is a comparison of the
 growth of micro-organisms living on a
 medium containing a standard amount of
 vitamin or amino acid, with that of micro-
 organism living on a similar medium but
 continuing the “unknown” vitamin or
 amino-acid. In his small book, which is
 largely the development of a lecture given
 before the London Section of the Royal
 Institute of Chemistry and published in
 1945, Dr. Barton-Wright has described in
 detail the methods of assaying microbio-
 logically six factors of the vitamin B com-
 plex and eleven amino-acids, so that “those
 unfamiliar with microbiological technique
 should have few difficulties in carrying out
 successful determinations from the outset.”

BUSINESS QUERIES AND ANSWERS

Subscribers are invited to address inquiries to the Editor on problems of management, accounts, stock-keeping, taxation. To ensure that no information of a confidential nature is disclosed to a competitor, replies will be given under initials or a pseudonym. If it is necessary to forward documents, copies only and not originals should be sent.

Balancing Cash Book

"At the next stocktaking I should like to be able to balance my ledgers separately. I am afraid it will be difficult as I am using the ordinary three-column cash book for discounts, cash and bank items, and pay some of the local tradesmen out of petty cash. I suppose there is no short cut?—H.D."

If the general cash book is not ruled to facilitate a separate balancing of the ledgers, an analysis of the receipts and payments will be necessary in order to arrive at the totals of the items which have been posted to the different ledgers during the year's book-keeping. If all the amounts recorded in the sales book have been debited to accounts in the sales or customers' ledger, the sales book total may be credited to a reconciliation account. The total of any returns inwards, including allowances made to customers in lieu of actual returns, should be debited to the reconciliation account, unless the sales total is a net figure. Transfers from sales ledger accounts to accounts in other ledgers would have to be listed, as also would any bad debts written off.

Sales Ledger

The following skeleton scheme indicates the best way of marshalling the figures for self-balancing purposes:—

Reconciliation Account (Sales Ledger)

Debit	£ s. d.	Credit	£ s. d.
To Cash Received		By Opening Balance	
(This figure should agree with the total of the items posted from the cash book to sales ledger accounts)		(This should agree with the total of the ledger balances)	
Discounts		Sales	
(This should be the total of the items credited in the ledger)		(This will be the total of the sales book or day book items)	
Returns and allowances (Total of items credited in ledger)		Transfers	
Bad Debts		(These will be credits in other ledgers)	
(Total amount actually written off)			
Transfers			
(These will be debits in other ledgers)			
Closing balance			
(This should agree with the total of the ledger balances)			
£ : :		£ : :	

Similar methods should be applied to balance the other ledgers, and to avoid frequent transfer of accounts perpetual ledgers are now being used consisting of loose sheets bound in book form, or loose cards kept in a drawer. Such ledgers allow either alphabetical or numerical arrangements, or a combination of the two. The utilisation of a division for "Closing Accounts" ensures that only current accounts are handled, and as each account occupies the same position the monthly statements of account can be more readily made out.

New Company's Expenses

"We are proposing to form a company if the necessary permission can be obtained and it would be helpful if you could indicate the nature of the expenses likely to be involved, and if possible, the fees which are payable for documents, etc.—G. & E."

The formation of a company involves a variety of expenses coming under the general heading of "Preliminary Expenses." They comprise the cost of preparing, advertising, and circulating the prospectus; the cost of drafting and printing the company's memorandum and articles of association; legal expenses connected with the allotment of shares and the issue of the share certificates; the book-keeping and accountancy charges; and sometimes, broker's or underwriter's commission. When not paid by the promoters or by the vendor, the preliminary expenses should be authorised by the memorandum of association, and the amount is usually posted direct from the cash book to the debit side of a "Preliminary Expenses Account," opened in the nominal or expenses ledger. At the end of the first year or period, the balance of this account need not be trans-

fed to the profit and loss account, but may be allocated over a period of four of five years, preferably in equal annual increments, against the profits. The stamp duty on formation depends on the amount of the company's capital, and is at the rate of 10s. per £100, or part of £100. Where the nominal capital does not exceed £2,000 a fee of £2 is payable on the memorandum, and other fees payable are enumerated below:—

Memorandum—deed stamp	... 10s.
Articles (if any)—deed stamp	... 10s.
Articles (if any)—fee stamp	... 5s.
Notice of situation of registered office	... 5s.
Register of directors	... 5s.
Declaration of compliance with regulations	... 5s.
Annual return	... 5s.
Return of allotments	... 5s.
Registration of any mortgage or charge	
(a) up to £200	... 10s.
(b) above £200	... £1

In addition, the record of any fact required or authorised by the Registrar would have to be registered.

Checking Bank Charges

It always strikes me as odd that the amount of charges debited by the bank is never checked. I suppose if the amount does not appear to be unreasonable it is accepted as correct by the majority of chemists. How do I check these charges?—J. J.

Items of bank charges can be checked by ascertaining the daily bank balances during the period, and by dividing the total of the daily balances by the number of days to give the average daily bank balance. It is in the average balance that the charge is usually based, and if there is any difference between the figure arrived at by this method and the amount debited by the bank, it should be brought to the notice of the bank manager.

"Not Negotiable" Cheques

What is the meaning of the words "not negotiable marked on cheques?"—D. D.

In the ordinary way a cheque is an instrument that negotiates freely, and the property passes by transfer, but the transferee of a "not negotiable" cheque cannot claim a better title to it than that which the transferor had, consequently if it is stolen the transferee's endorsement is forged the holder has no title as against the true owner. A cheque marked "not negotiable" must ordinarily be accepted.

MISCELLANEOUS INQUIRIES

Formulas given below may have been prepared for overseas subscribers and the inclusion of substances therein is no indication that they are available in Britain or, if available, permitted to be used.

Worm Pills for Dogs.—*E. H. D.*—The following is a formula for worm pills containing areca nut suitable for a small dog. The male fern extract may be omitted if desired.

Pulv. nucis arecæ	... ..	gr. v
Pulv. jalapæ	... ..	gr. ii
Santonini	... ..	gr. i
Ext. filicis maris	... ..	q.s.

Laundry Soap Substitutes.—*D. C. B.*—Soap substitutes are better used in laundry work than for toilet purposes, because so far the substitutes are not prepared in a convenient tablet form. Sodium lauryl sulphate, or sodium iso-lauryl sulphate are commonly used soap substitutes, and are prepared commercially as a powder, paste or liquid. Soap extenders may also be used to economise in the use of soap during laundry processes, and sometimes to enhance the action of sulphated lauryl alcohol compounds. Sodium hexametaphosphate and sodium pyrophosphate are used for this purpose, either alone or as a mixture.

Ginger Wine Essence.—*T. M. L.*—Formulas for ginger wine essence such as you have asked for are given below:—

I

Tincture of ginger (1-4)	... ..	4 dr.
Tincture of Capsicum	... ..	3 dr.
Tartaric acid	... ..	6 dr.
Colouring	... ..	q.s.
Water to	... ..	4 oz.

II

Soluble essence of ginger	... ..	4½ oz.
Soluble essence of lemon	... ..	1½ oz.
Essence of vanilla	... ..	6 dr.
Tartaric acid	... ..	3 oz.
Colouring	... ..	q.s.
Water	... ..	12 oz.

Dissolve the tartaric acid in the water, then add the essences and shake together; lastly, add the colouring and mix.

Bleaching Linseed Oil.—*N. E. R.*—Linseed oil may be bleached by exposing thin layers of it to the action of ultra-violet rays, or by exposing the oil to sunlight in thin glass bottles. Chemical methods, using acids, are sometimes employed, but are stated to affect the oil injuriously.

TRADE MARKS

(From "The Trade Marks Journal,"
November 6)

Device of swift in circle, with the words "swift and sure" (words "swift" and "sure" disclaimed); for pharmaceutical preparations but not including pharmaceutical preparations for use in the treatment of respiratory disorders and not including laxative chocolate (5). By Mark Smith, Ltd., 105 Tonbridge Road, Maidstone, Kent. 639,641 (Associated).

"NEWLANDS' PINE RUB" with auto-graphed portrait of Mr. P. R. Newlands; for embrocation for sale in the counties of London, Middlesex, Hertfordshire, Bedfordshire, Buckinghamshire, Surrey, Kent and Essex (5). By Newlands Bros. & Mumford, Ltd., 141 Kensal Road, London, W.10. B639,899.

"SULPHACALYRE"; for medicinal preparations containing sulphur compounds (5). By Wallace (Pharmaceutical Products), Ltd., 138 Drummond Street, London, N.W.1. 641,077.

"MALTOABA"; for pharmaceutical preparations containing malt (5). By Affined Basic Chemicals, Ltd., Helena Chambers, 42 The Broadway, Ealing, London, W.5. 641,189.

"MEGGASPRIN"; for pharmaceutical preparations of aspirin (5). By Meggeson & Co., Ltd., Llewellyn Grove, Llewellyn Street, Bermondsey, London, S.E.16. 642,580 (Associated).

"3 HANDS" ("3" disclaimed); for pharmaceutical preparations and substances for human and veterinary use; sanitary preparations and substances; antiseptic and disinfectant preparations; deodorisers, insecticides, germicides; preparations for killing weeds and destroying vermin (5). By British Disinfectant Co., Ltd., South Grove, South Tottenham, London, N.15. 642,886 (Associated).

"FRESCO"; for hair pins, hair grips, fasteners and supports, all made of common metal (26). By Savory & Sons, Ltd., Brookhouse Mills, Painswick, nr. Stroud, Glos. B638,491.

"AXOMAT," "OPTIFLEX" and "PROXIMUS"; for photographic and projection apparatus (9). By Optikotechna, Společno S.R.O., Prerov, Dvorská ulice, Prerov, Czechoslovakia. 610,174, 610,188, 610,191.

"CIELIM"; for pharmaceutical substances (5). By Cielim, Ltd., 61 Wigginton Road, York, Yorkshire. 642,937 (Associated).

"LA STEL"; for combs and sponges, brushes included in this class, instruments and material for cleaning purposes (21). By R. J. Groves & Sons, 52 Great Victoria Street, Belfast, Northern Ireland. 641,688.

"ARAFIL" and "TEXTON"; for brushes included in this class, and materials prepared for brushmaking (21). Imperial Chemical Industries, Ltd., Wexham Road, Slough, Bucks. 642,157.

APPLICATIONS AMENDED AFTER ADVERTISEMENT.

Specification No. B628,907 by Primrose House, Inc., should be altered so as to read "Shampoos for the hair, non-medicated toilet creams for use in counteracting perspiration, and depilatories."

(From "The Trade Marks Journal,"
November 13)

"ASTROLEX" and "ASTERITE" and "TEXTON"; for chemical products used in science and photography, etc. (1). By Imperial Chemical Industries, Ltd., Wexham Road, Slough, Bucks. 642,136-41-55 (Associated).

"CULTILIME"; for fertilisers containing lime (1). By Mancroft Real Estate Ltd., 28 Eccleston Street, London, S.W.1. 642,990.

"PYRENE"; for fire-extinguishing mixtures and compounds, chemical substances for generating or stabilising foam for use in industrial processes in forming coatings on metal, etc. (1). By T. Pyrene Co., Ltd., Great West Road, Brentford, Middlesex. 643,084 (Associated).

"JABLON"; for toilet preparations (non-medicated), perfumes, soaps, cosmetic preparations, hair lotions, dentifrices and cleaning preparations (3). By Henry Jablonski, Ltd., 3 Goodwin Court, London, W.C.2. B639,500 (Associated).

"TEXIDE"; for preparations and substances for laundry use, cleaning, polishing, scouring and abrasive preparations and detergents (3). By A. Ibbetson & Co. Ltd., Ib-co Works, Great North Road, Stevenage, Herts. 642,502.



Anahæmin B.D.H. contains the hæmopoietic liver-factor in high concentration. It is active in minimum dosage with maximum intervals between the injections; indeed, the administration of Anahæmin B.D.H. is the most economical method of producing blood regeneration and maintenance in pernicious anæmia. The striking results obtained by the use of Anahæmin B.D.H. have created a considerable impression among physicians, and pharmacists are advised to have stocks available:

Issued in 1 c.c. and 2 c.c. ampoules (boxes of 3, 6 or 25). Also in 15 c.c. and 30 c.c. vials.

THE BRITISH DRUG HOUSES LTD. LONDON N.1

GUMS

Acacia
 Tragacanth
 Karaya
 Benzoin
 Copal
 Mastic
 Damar

SHELLACS

and
WAXES

Japan Wax, White
 Bees Wax, Candelilla
 Wax, Carnauba Wax
 In natural and powder
 form

Official Agents:
ANGELO BROS. LTD
SHELLACS

A. F. SUTER & CO., LTD.

15 Philpot Lane,
 London - E.C.3.

Phone: MANsion House, 2274/5

Bush Beach & Gent Ltd.

BRITISH MANUFACTURED

POTASSIUM SULPHATE

(Commercial and B.P.C.)

COMMERCIAL GRADE 94/95% —

Practically White

Available for prompt and early
 forward delivery

B.P.C. GRADE

Available for the moment in re-
 stricted quantities only. There
 are priority requirements.

ENQUIRIES INVITED

MARLOW HOUSE, LLOYD'S AVENUE, E.C.3

Telephones: ROYAL 7077/8/9
 Telegrams: Beafredma, Fen, London
 Codes: A.B.C. 5th & 6th, Bentley's, Liebers.
 Private, Western Union 5 letter
 edition, Rudolf Mosse.

**BROMIDES**

(Ammonium, Potassium, Sodium B.P.)

regularly available for export to
 all markets

produced by

PALESTINE POTASH LTD

Registered Office:

13 Mansfield Street, London, W.1

Submit enquiries to:

THE SOLE SELLING AGENTS:

C. TENNANT SONS & CO. LTD

ONE of the TENNANT Group of COMPANIES
 4 COTHALL AVENUE, LONDON, E.C.

Telephone:
 Monarch 7741

Telegrams:
 Tennants, Stock, London



AT LAST!

Diana Marsh

FINE COSMETICS—POWDER PUFFS—COSMETICS BA
SPECIAL XMAS PACKS

LAMBSDOWN POWDER BOWL AND
 BATH PUFFS

212—4" Powder Bowl Puff with Satin loop

RETAIL

5/- @ 26/- doz.

270—4½" Bath Puff on 12" Transparent Perspex handle

RETAIL

12/3 @ 63/- doz.

Each Packed in Presentation Box

ORDER NOW for early delivery—

W. SUTTON & CO.

DRUGGISTS' SUNDRIES LONDON LTD.

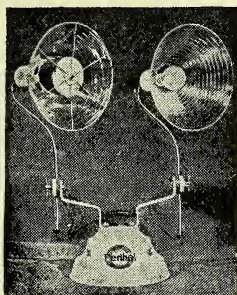
Horseshoe Lane, Chaseside, Enfield, Middlesex

Telephone:
 ENField, 4747 (10 lines)

Estab:
 1660

Telegrams:
 Vinaigrette, Enfield

PERIHEL SUN LAMPS

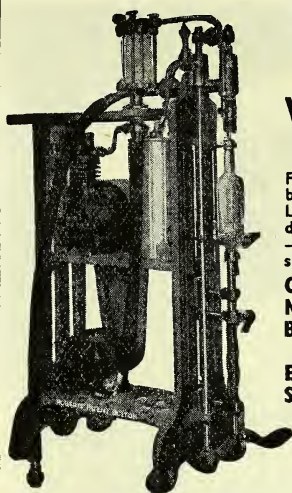


PERIHEL MIXRAY SUN LAMP
Combined Ultra Violet and Infra Red Table
Model for Home Use. PRICE - £23.18.0
(Under medical prescription)

RA INFRA RED TABLE MODEL
PRICE - £11.2.0

Chemists are invited to write for literature on
new type models and list of Perihel Wholesalers

PERIHEL LIMITED (Dept. C.D.)
17-19 Edge Street, London, W.8
Telephone: PARK 7870



ROBERTS' PATENT "LEO" VACUUM FILLER

Fills all sizes of
bottles with
liquids from
drachm to quart
—long, short or
sprinkler neck.

**Clean & Rapid
No Over Filling
Broken Bottles
Rejected
Easy to clean
Self Rinsing**

Write for
Particulars

Roberts' Patent Filling Machine Co. Ltd.
BOLTON, LANCASHIRE

Makers of every description of Bottle Filling and Shallow Jar
and Tin Filling Machine for the Chemists' use

ALL RIGHTS RESERVED

Roura & Forgas, Ltd.

QUICKSILVER

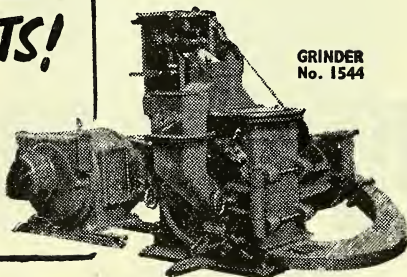
1/5 BROAD STREET PLACE
LONDON, E.C.2

Telephone Nos.:
LONDON WALL 5191/2

CALL IN THE EXPERTS!

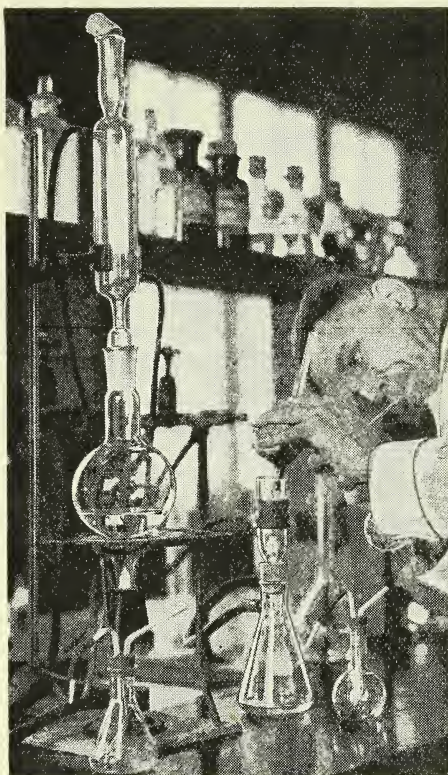
The best way to ensure satisfaction in grinding is to
call in the experts—Porteus. Not only do they know
what exactly is required, but they can and do invari-
ably advise on the best type for the job in hand.
Lengthy experience in design and construction is at
your service—why not write now?

GEORGE PORTEUS & SONS (Leeds) LTD.
LEEDS BRIDGE WORKS, LEEDS 10



**GRINDER
No. 1544**

GP7a



Important tests that control production.

THE maintenance of the high unvarying standard of quality in PYREX Brand Scientific Glassware is so vital to efficiency in the finished product, that frequent routine tests are made to ensure the closest relation to the established formula. Here two tests are seen in progress.

(A) On the left is the Boric Oxide test, or the estimation of Boric Oxide (B_2O_3) in PYREX Brand Glass, B_2O_3 being one of the most important constituents in this famous Boro-silicate glass.

(B) On the right, one of our research chemists is estimating the amount of Sodium Oxide (Na_2O) by Zinc-uranyl-acetate, a rapid and extremely accurate method of controlling the Sodium Oxide in PYREX Brand Glass, the Na_2O content being extremely important to the physical property of the glass, especially the co-efficient of expansion.



PYREX
REGISTERED TRADE MARK
GRADUATED GLASSWARE



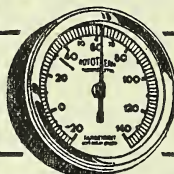
JAMES A. JOBLING & CO. LTD.
Wear Glass Works, SUNDERLAND.

G. 40. C

Rototherm

DIAL THERMOMETER

Thermometers for Oven and Hot Water Pipes, Room Temperatures & Refrigerators



Attractive retail price:
offering profitable discounts to the Trader

The British Rototherm Co. Ltd.,
Merton Abbey, S.W.19. Lib. 3406

Beautiful BOTTLES and JARS

Plastic or metal caps, sizes up to 10 oz., wide and narrow mouth. Prompt delivery of unlimited quantities.

POPLAR GLASSWORKS LTD., 41 Sackville Street, London, W.1 - Tel.: REGent 7200 (10 lines)

All types of High Class machinery for fine chemical cosmetic and similar trades, including laboratory equipment.

REED BROS. (Engineering) LTD.,

Bevis Marks House, London, E.C.3.

Telephone: AVenue 1901-5

LABELS

Slips :: Dispensing :: Proprietary

CHEMISTS' STATIONERY

Saccharin Envelopes

Special offer of 4-oz. White Satchel Bags

Send for samples to:-

BRIGGS & BAMFORTH
CHEMISTS' PRINTERS

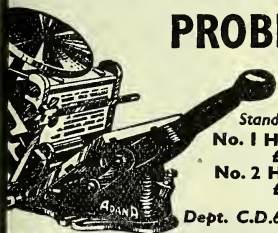
Kings Avenue, Leeds, 6

Telephone 21735

DANA MEANS
AN EXTRA HAND
AT WORK

...killing printing delays and costs.
Print what you want, at your works,
in your time....
Nowadays if you have NO PROBLEM
you have NO TRADE. That small label?
That sudden price alteration? That
Missing Slip? That Catalogue error?
The answer is ADANA the machine that

SOLVES PRINT PROBLEMS



Standard Models
No. 1 H/S Machine
£4.10.0
No. 2 H/S Machine
£9.15.0

Dept. C.D.6

DANA Printing Machines Ltd.
CHURCH ST., TWICKENHAM, MIDDLESEX

RATOIDS RED SQUILL BISCUITS

The most effective EXTERMINATOR for RATS
and MICE.

Harmless to Poultry, Domestic Animals and
Human Beings.

Ready to use. No messy preparations. Clean
to handle.

Gain in full supply. In BISCUIT form for Rats. Retail
/9 & 4/9 also in Bulk 40/- CRUMBS for Mice 1/2

**ATIONALLY
ADVERTISED**

KLINSEK

All purpose insect
powder. D.D.T.
plus Pyrethrum.

Sole
Distributors:

PARISEK LTD.
17 Victoria St., Westminster
London, S.W.1



The shopkeeper doesn't
like turning you away, but when there
aren't enough to go round he has to
hang out his notice.

Our productive facilities are fully
employed on the manufacture of those
varieties of bottles which formed the
greater part of our output before the
war—bottles for medicines and for
the packing of drugs and pharmaceuti-
cal preparations. Much of this output
is earmarked for Government use and
for export; the remainder we are
doing our best to distribute fairly
between our friends in accordance
with their customary requirements.

We cannot now undertake orders
for non-essential purposes, such as
bottles and jars for toilet preparations.

Deliveries in all our normal lines
are being maintained, as far as lies
in our power, and we believe that
our policy of fair apportionment will
meet with general approval.

Beatson, Clark & Co. Ltd.
MANUFACTURERS OF
Chemical & Medical Glass
SHEFFIELD YORKSHIRE



ZEAL**Clinicals****The Choice
of Experts****BRITISH
MADE**NO HIGHER
IN PRICE THAN
NONDESCRIPT
MAKESAlso Household, Bath
and Works Thermometers,
the best of their kind**G. H. ZEAL LTD.**LOMBARD RD., MORDEN RD.,
LONDON, S.W.19

Phone: Liberty 2283-4-5

**A DELICATE SUBJECT — FOR DELICATE SKINS***The* **TOTTY-POT**Trade
Mark
"Totty-
Pot"
Patent
applied for*Rubber Ringed for
— Cushion Comfort***A NON-CORROSIVE ACID-PROOF
HYGIENIC CHILD'S CHAMBER**Detachable ring, easily removed for
cleaning purposes**Made of Aluminium—Plastic Handle****ANODISED IN SOFT PASTEL SHADE**

SOLE MANUFACTURERS

J. BILLIG & SONS LTD.,

ESTABLISHED 1899

BILTIN WORKS, FONTHILL R^o LONDON N.4.

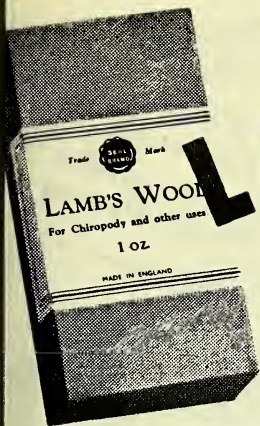
TELEPHONE: ARCHWAY 2753 & 3858

SUROUALET
TRADE MARK**THE NEW ELECTRIC STERILIZER****Makes the Steriliza-
tion and Assembly
of Syringes Safe and
Foolproof.****PRICE****£5 - 15 - 0**Working Capacity
1 Pint... Boils
in 10 Minutes.Overall
Dimen-
sions 8 1/2"
High and
4 1/2" Dia-
meter of
Base.**SES****SURGICAL EQUIPMENT SUPPLIES LTD**

WESTFIELDS ROAD, LONDON, W.3

Name of Local Dealers on request

TAYLOR 698



LAMB'S WOOL

FOR
CHIROPODY

AND OTHER USES

$\frac{1}{2}$ oz.	- -	3/9 doz.	2 oz.	- -	12/- doz.
1 oz.	- -	6/9 doz.	4 oz.	- -	22/6 doz.

Attractively packed in carton with transparent paper wrapping

WHOLESALE TERMS ON APPLICATION

All prices subject to 33 1/3% Purchase Tax

JAMES MACDONALD

DAWSON STREET • GREENGATE • SALFORD 3



Dr. Herbert's

FOOT APPLIANCES

- ARCH SUPPORTS
- HEEL GRIPS
- FOOT BANDAGES
- INSOLES

Made in a wide range of standard and adjustable fittings

Prompt attention given to special orders and Doctors' prescriptions.

Write for full particulars to the Manufacturers:-

EMSA WORKS & HERBERT FOOT APPLIANCE LTD.

Paterson Street, Blackburn, Lancs.

Femese REGD.

SANITARY TOWELS

for Perfect Reliability

**NON CHAFING
HIGHLY ABSORBENT**
In various sizes

WILFRED STRETCH & CO.
LIMITED
CASTLETON • ROCHDALE



*Display
and
sell*

Steadily increasing demands for Tampax are now being met by the improved supply position. This inevitably means increased sales for you—sales which can be helped by displaying Tampax prominently in your window and on your counter, for where women see, they buy. We shall be happy to send you on request either or both of the attractive sales aids shown above.

TAMPAX
REGISTERED TRADE MARK

Packets of 10: TRADE 15/9 doz. RETAIL 1/9 Packet.
Distributed through leading wholesalers

TAMPAX LIMITED

Sales Office: 110 Jermyn Street, London, S.W.1
Telephone: Whitehall 8696/7



WILLIAM EDGE & SONS LTD
BOLTON ENGLAND
Far from your usual wholesale house



John Goshon & Co Ltd
Famous since 1909
GAYFORD ROAD LONDON W12 SHE 3324 (FIVE LINE)

FROM GOUNDSHEETS BACK TO HOT WATER BOTTLES



As Dunlop helped to equip the services to win the war, so their workers and plant will again meet the needs of the day by resuming the production of the famous range of Dunlop hot water bottles. Obtainable from your usual factor or wholesaler, when supplies are available



DUNLOP

Dunlop Rubber Co. Ltd., General Rubber Goods Division, Cambridge Street, Manchester

46/GRG/22

SURGICAL RUBBERWARE

Enquiries invited for packed
line of best quality in stock

Supply: **PHILIP SHRANK LTD.**
GODBERRY GROVE, FINCHLEY, LONDON, N.12.
Established 1933

Benacetin BP, Aspirin Gran & Powder BP,
Menthyl (Chinese), Camphor, Powder & Block,
Caffeine Citrate BP, Barbitone BP, Edible
Gelatin Powder, Zinc Oxide BP, Calcium
Lactate BP, Carnauba Wax, Fatty Grease,
Paraffin (Bleached) BP and Bergamot Oil
Offered in substantial quantities. 122/874
& D. Office.

- BOTTLES -

FOR THE
HOME TRADE

(Medicinal Products Only)

Obtainable from

CONSOLIDATED GLASS LIMITED,
17 Collingham Gardens, London, S.W.5.
FROBISHER 2716



Surgical & Manicure Specialists Ltd

SHEFFIELD 3: ENGLAND

★ We manufacture all kinds of:-

SCISSORS · TWEEZERS · FORCEPS · NAIL & MANICURE FILES

Stainless Steel—Nickel Plated and Chromium over Nickel

Our order books are full for some time ahead, and immediate deliveries cannot be promised. We shall, however, welcome your enquiries for forward deliveries.
(WHOLESALE ONLY SUPPLIED)



**NEW
DISPLAY OUTERS
FOR**

Lil-lets
TRADE MARK

**The Medically Approved
Sanitary Tampon**

Lil-lets are now delivered in attractive blue and white containers displaying 12 cartons, yet measuring 7½" by 5¼" by 2"—occupying little counter space. If you have not received one, write now, direct to us at Hull.

Very soon there will be a new, illustrated, informative Lil-lets showcard. Order one now—we'll send it as soon as printed. Public press advertising emphasises these advantages:

Lil-lets are easy to carry, convenient to use, safe, invisible, comfortable. Lil-lets have medical approval. Each tampon is coated with soluble film, for easy insertion without applicator. Each is wholly contained in gauze. Order freely from your usual wholesaler.

**LIL-LETS SELL AT
the carton of 12 tampons 1/9
YOU BUY AT
per dozen cartons net 15/4**

A Product of T. J. SMITH & NEPHEW Ltd., Hull
Makers of Elastoplast.

**LET US
PACK
YOUR
PRODUCTS**

ANY
QUANTITIES

OR
MANUFACT
AND PAC

YOUR NAME

T.J. FAVELL & CO LTD
Manufacturing Chemists
192, SEVEN SISTERS ROAD, LONDON, N.4. 1846
PHONE ARCHWAY

**D·O·N'T S·A·Y
'NO!'**

What empty S.D.I. bottles should a retailer accept? Every one that is offered whether it comes from his supplier or not. The shortage of bottles is so acute, and the need for the return of all empties so urgent, that bottlers and wholesalers are prepared to accept any type of S.D.I. bottle offered, and credit the retailer with the standard allowance



Issued by the Soft Drinks Industry (War Time)
Asscn. Ltd., 48 Upper Grosvenor St, London, W.1.

CV8-66

GENOSAL

REG. TRADE MARK BRAND

NASAL PRODUCTS



'GENOSAL' EPHEDRINE NASAL COMPOUND

A stabilized emulsion, free from liquid paraffin, for hay fever, coryza, head colds and all forms of nasal catarrh.

RETAIL: 1/8d. tax incl.

TRADE: 1/- tax extra.

'GENOSAL' EPHEDRINE NASAL CREAM

A soothing, antibacterial cream for the relief of head colds and all catarrhal conditions of the nasopharynx.

RETAIL: 1/5d. tax incl.

TRADE: 10d. tax extra.

7½ and 10% discount on £3 and £5 parcels.



A 'Genatosan' Product

GENOTOSAN LTD., LOUGHBOROUGH LEICESTERSHIRE

TELEPHONE: LOUGHBOROUGH 2292

Why you should Sell **WANDER** — BRAND — **MALT & COD LIVER OIL**



OF UNSURPASSED QUALITY

THE supreme pharmaceutical excellence of Wander Brand Malt Extract and Cod Liver Oil, the outstanding preparation of its kind, has for many years been widely recognised by physicians.

The Cod Liver Oil used is the best obtainable and the malt extract is specially prepared by A. Wander Ltd., who are probably the world's largest producers of medicinal malt extract and are leading authorities upon its manufacture. These two ingredients are combined in the proportions most generally required by the medical profession.

Both in its attractive appearance and toffee-like flavour, Wander Brand Malt Extract and Cod Liver Oil is readily acceptable to children and adults. In every respect it is a product which the pharmacist can recommend with the fullest confidence.

On the P.A.T.A.

Wholesale Prices: 1 lb. Jars 18/9; 2 lb. Jars 35/6

Exempt from Purchase Tax

Retail Prices: 1 lb. Jars 2/-; 2 lb. Jars 3/10½

For further details write to:

A. WANDER, LTD.

5 & 7 Albert Hall Mansions

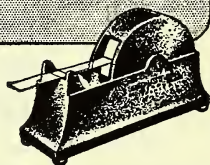
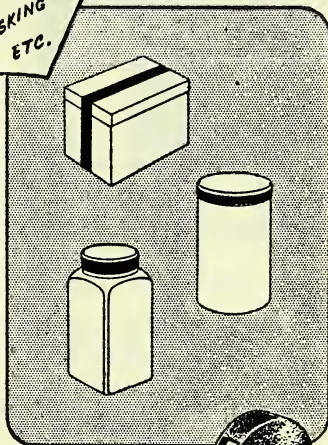
London. S.W.7



Because it sticks at a touch, and is very quick and clean to handle, **INDUSTRIA** self-adhesive tape speeds up all packing and sealing processes.

INDUSTRIA is very thin, very pliable, yet very strong. It moulds itself to the form of your pack, fitting snugly around lip or flange: no matter what the material your product is packed in.

INDUSTRIA keeps air and water out and keeps flavour and freshness in. It is available in a wide range of brilliant colours, in transparent cellulose or overprinted to your own design.



Apply for sample rolls or advice to:-

INDUSTRIAL TAPES LIMITED

92 - 94 NEWMAN ST. LONDON. W.1.

Telephones.- MUSEUM 4215 & 8246/7.

We will gladly send you sample rolls so that you can experiment with **INDUSTRIA** on your own packs.

THE **SELF** ADHESIVE TAPE FOR ALL INDUSTRIAL PURPOSES

A
JEYES'
PRODUCT

THE COMPLETE ANTISEPTIC



Now available for civilian use
GOES THREE TIMES AS FAR AS
ORDINARY ANTISEPTICS

4 oz. BOTTLE in attractive carton,
1/9 including Tax.

Pharmacists' Profit 3 1/4%

SPECIAL INTRODUCTORY OFFER

3 doz. Bottles, with
PLASTIC SHOWCARD
5% DISCOUNT

National
Advertising
Campaign



Advertised
in Medical
Press

JEYES' LABORATORIES LIMITED
LONDON, E.13.

Have you a
PETS CORNER?



Have you weighed up the idea of making the dog and cats in your district into customers? Pet welfare is becoming an increasing public interest. Pet owners are consulting experts about the health of their dogs and cats. Every chemist can turn these facts to profitable advantage by stocking George Bell's Blood Salts for Dogs, and Cat Powders.

Send for trade price list to

BELL & SONS, LTD., Veterinary Chemists
LIVERPOOL 13

GEORGE
BELLS
BLOOD SALTS *for Dogs*
CAT POWDERS

LET "DEL MAR" LOOK AFTER YOUR INTERESTS

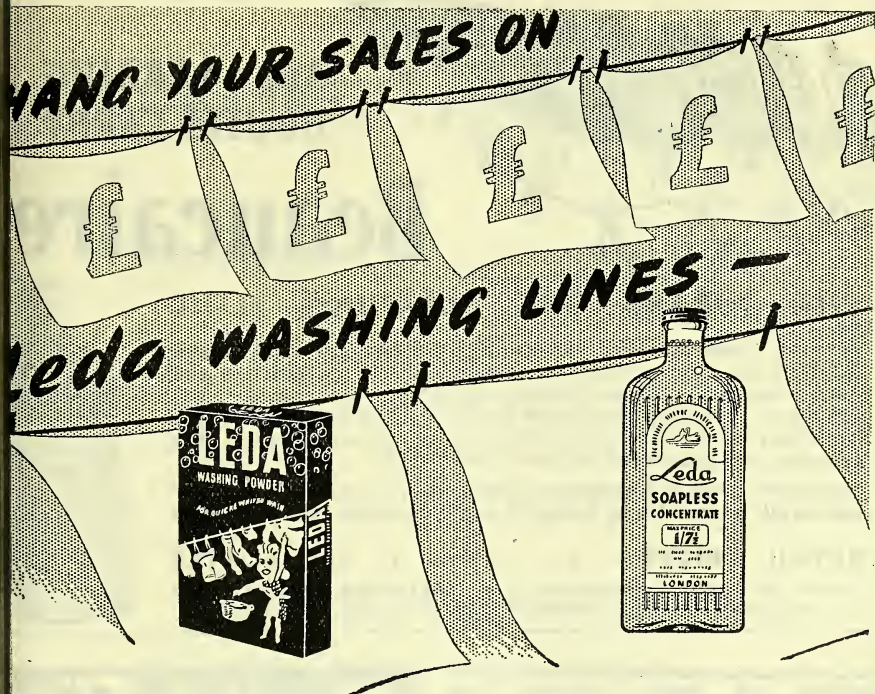
Why would you grant your agency
to any newly established firm
in Egypt?

Why not enquire before granting
your agency?

Société Anonyme des Drogueries d'Egypte
late "E. DELMAR"

puts at your disposal its large organisation
with a background of fifty years experience
in the pharmaceutical and drug trade
as well as in perfumery and cosmetics

Head Office: **CAIRO, 12 MAHDI STREET**
Branches: **ALEXANDRIA and PORT SAID**



LEDA

WASHING POWDER

This amazing new powder gives quicker whiter washing — and quicker profits and turnover. Suitable for all fabrics including silks and woollens. Ideal for washing up and general household cleaning.

LEDA

SOAPLESS CONCENTRATE

Specially produced for washing delicate articles, fine woollens, stockings, plastic materials and other fabrics which require special care in washing. Contains no soda—the complete answer to all delicate washing problems.

"Leda"

ARCHWAY RD.,
LONDON, N.19

CHEMICALS LTD.

Telephone :
Archway 4877

TWO NEW IMPORTANT WASHING LINES



ALL LEADING
HOUSES CARRY

Beaucaire

THE SUPERB DRY CLEANING FLUID

Beaucaire removes spots and stains completely and easily — even difficult stains such as oil, tar, etc. Beaucaire does not harm the most delicate fabrics and leaves the colour unchanged. It makes no ring or tide mark. Beaucaire cleans every kind of wearing apparel, household furnishings and fabrics and is useful in a hundred and one ways. It is odorless and guaranteed NON-INFLAMMABLE.

Beaucaire pays a handsome profit, is a certain "repeater" and swells your sales by bringing new customers into your shop

RETAIL PRICES:— 1/-, 2/- and 5/- PER BOTTLE

Write for full particulars, trade terms etc., to:— **BEAUCAIRE LABORATORIES**
VAUXHALL GROVE, LONDON, S.W.8. Telephone: Reliance 3796



Continuous and Steadily Advertised FOR DESTROYING RATS AND GOODS MICE

DANYSZ VIRUS

Retail Price (Protected) Net Wholesale Price
Virus for Rats and Mice, single tube, 2/- 15/- per doz.

3 tubes, 5/-
Virus for Mice only, single tube, 1/6 9/-

3 tubes, 3/-
Date-expired tubes returned to us postage paid will be exchanged free of charge.

Danysz Virus in Liquid Form

Retail Price	Wholesale Price
Bottles 6/- each	4/6 each
" 4/6 " " " " " " "	3/9 "

HALLER'S EXTRACT OF SQUILL and DANZO RAT KILLER

Discount off Retail Prices 25 p.c. Monthly Account,
or 33½ p.c. Cash with Order.

Retail	Monthly A/c	Cash with Order
½ gall. tins 10/-	7/6	6/8
1 " " 18/-	13/6	12/-
5 " " 80/-	60/-	53/4

DANZO BEETLE POWDER

For destroying Blackbeetles, Cockroaches,
Crickets, etc.

Retail Prices (Protected)	Wholesale Prices
In cartons 9d. each	6/9 per doz.
" 1/6 " " " " " " "	13/6 "
" 3/- " " " " " " "	27/- "

Danzo Beetle Powder will not deteriorate by keeping.

CARRIAGE PAID ON ALL ORDERS

To be obtained from

HALLER LABORATORIES, LTD.

325, Borough High Street, LONDON, S.E.1

Telegrams: "Virudana, Sedist, London." Telephone: Hop. 271

Death to Flies

SCOTT'S
D.D.T.
FLY and MOTH
PAPERS

DESTROY FLIES ON CONTACT

4½
EACH

THIS YEAR'S FASTEST SELLING LINE

Scott's D.D.T. Fly Papers will clear a room of flies, gnats, midges, etc., in no time. D.D.T. is absorbed through the pads of the flies' feet which causes death very quickly.

PRICE 36/- PER GROSS

TRADE & WHOLESALE ENQUIRIES INVITED

SOLE MANUFACTURERS:

J. & K. SCOTT,

MANUFACTURING CHEMISTS,

51, SUMMER ROW • BIRMINGHAM, 3.

DISTRIBUTORS: SWINNERTON'S
SHIRE OAK WAREHOUSE • STONALL • WAL SAI

KEATING'S POWDER

Important Announcement

The Directors of THOMAS KEATING LTD.
have pleasure in informing the Trade that as
from 15th November, Keating's Powder will
be available in

1/- AND 6d. CARTOLS

All Keating's Powder supplied after this date
in the Home market will contain Dichloro-
diphenyl-trichloroethane,

D.D.T

There is no change in Retail prices or Trade
Discounts, which remain at face value less
25% and $12\frac{1}{2}\%$ for orders of nett minimum
value of £10.

Advertisement issued by—

THOMAS KEATING LIMITED

Station Mills : Billingshurst : Sussex.

*Something really new
in insecticides!*

A sensational **NEW** insecticide recently evolved from a powerful formula will prove a tremendous seller in 1946.



"NO-ESCAPE" INSECT POWDER 666 (Gammexane) kills all vermin by touch and outclasses the ordinary insecticide. Once a customer has used "NO-ESCAPE" in killing flies, fleas, bugs, beetles, cockroaches, crickets, etc., he is sold for life. Harmless to animals. Approved by I.C.I. Retail 1/- Wholesale 96/- per gross.

(Min. quantity 6 dozen)

Send your enquiries at once to

PROMEDICO PRODUCTS,
London, N.4.

NO-ESCAPE
666

INSECT POWDER
KILLS VERMIN BY CONTACT

A TREMENDOUS SELLER!

(It's no possible to stock)

TOWN TALK

—the Silver Polish which ensures regular customers, to whom your other wares will also appeal

ORDER DIRECT OR FROM

MANCHESTER:
O. Hawdley & Co.
James Woolley Sons & Co.,
Leeds.
LEEDS:
Goodsalls (Leeds), Ltd.
LEICESTER:
E. H. Butler & Son.

NEWCASTLE-ON-TYNE:
Wilkinson & Simpson, Ltd.
LONDON:
Brooks & Warburton, Ltd.
Play, Roberts & Co., Ltd.
Butler & Crisp
LIVERPOOL:
Ayrton, Saunders & Co., Ltd.

THE TOWN TALK POLISH CO., MANCHESTER, 10

RABOK

THE WONDER WOOD

★ **Cleans as it Polishes
and never Scratches**

The Modern Method of Cleaning

**Gold, Silver, Electro Plate
Chromium, Etc.**

Used by all Leading Silversmiths

**Now available in attractive
Cellophane Pack**

Trade Enquiries to:

The
RABOK MANUFACTURING Co., Ltd
BOUGHTIBRIDGE, SHEFFIELD

HARVEY'S
Horse Remedies
P.A.T.A. Protected Prices
Supplies can now be obtained through
all Wholesale Houses
HARVEY & CO. (DUBLIN) LTD.,
DUBLIN



**Containers of Metal
Glass, Aluminium
and Plastic.**

PERCENTA LTD. (Dept. No. 23),
69-73 Borough High Street
Tel.: HOP. 1808/3751. London, S.E.1.

2° DYANESE 3°
FADELESS DYES

STOCKING (except Black), 16/- gross
CURTAIN & COLD WATER, 24/- gross
(Including Black Stocking)

Please order from our Sole Agents

Gr. Britain—W. B. Cartwright, Ltd., Rawdon, Leeds
N. Ireland—T. McMullan & Co. Ltd., 42, Victoria Street, Belfast
Eire—May Roberts (Ireland) Ltd., Grand Canal Quay, Dublin, C.4

SHERLEY'S always make Regular Customers!

be sure of a fair share of the big, regular demand for the Sherley's preparations please order well ahead—empty shelves can only mean disappointment. There is no treasure like a regular customer. He is the mainstay of profitable trading; a source of valuable good will. Adequate stocks of Sherley's Dog and Cat Medicines will keep the "regulars" happy and turn many a "casual" into a good friend.



SHERLEY'S DOG MEDICINES

A. SHERLEY & CO. LTD., 16/18 MARSHALSEA ROAD, LONDON, S.E.1

FOR SUPREME ACCURACY

insist on—

BRANNAN THERMOMETERS

ALL TYPES—

CLINICAL
HOUSEHOLD
INDUSTRIAL
ETC.

OF
BRITISH
MANUFACTURE

S. BRANNAN & SONS
LTD.

FOREST HILL, LONDON
S.E.23

TEL. . . FOREST HILL 3414/5



PHARMACISTS PRACTISING OPTICS

should, in their own
interests, join the
Institute of Chemists-
Opticians.



Write :

The Registrar,
Institute of Chemists-Opticians,
2, Clements Inn, Strand, W.C.2

THE PRODUCTS OF

bickiepegs LTD.

NURSERY FOOD MANUFACTURERS
WELWYN GARDEN CITY

IN FAIRLY FREE SUPPLY..

Bickiepegs 7d. pkts. (4 pkts. for 3 points).

1/1 pkts. (2 pkts. for 3 points).

Chu-Chus 1/3 pkts. (1 pkt. for 3 points).

IN SHORT SUPPLY..

Toddlers Crusts 1/- pkts. (1 pkt. for 3 points).

Fortigen 1/6 packets.

Bickiepeg Veal Bone and Vegetable Broth 2/- jars.

Sole Distributors:

MAY, ROBERTS & CO, LTD., 47 STAMFORD HILL · LONDON · N.16



"ZEMS"

**HERBAL LICORICE
TABLETS**

**THE BEST MEDICATED TABLET
FOR COUGHS, COLDS
ASTHMA, BRONCHITIS, ETC.**

*Supplies may be obtained from C.F.
Wholesale Houses*

ZEMS, LTD.

718-724 Seven Sisters Road, London, N.15

NODAN

NODAN—Prepared from a new and highly scientific formula obtains results very rapidly. Eradicates scalp disorders, stops scurf irritation. Non-toxic, non-greasy, does not stain. Sells at 3/10½d. per bottle, including tax.

**SPECIAL INTRODUCTORY
BONUS OFFER**

*Full particulars on application from the
SOLE DISTRIBUTORS*

FASSETT & JOHNSON, LTD.

86 Clerkenwell Road, London, E.C.1

PHOSFERINE

TABLETS and LIQUID

● PHOSFERINE is a popular Tonic Medicine which has won world-wide reputation—its popularity being largely due to personal recommendation by those who have benefited by its use.

Phosferine Advertising which makes no extravagant claims consistently keeps our product before the notice of the Public.

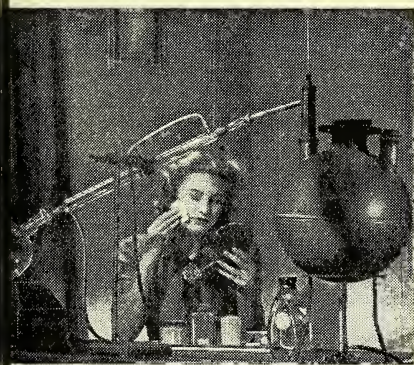
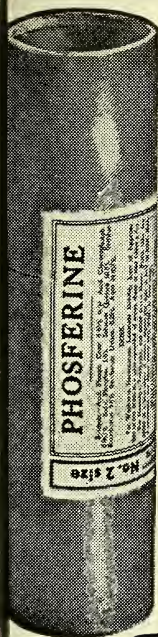
Make sure your stocks are equal to the demand

**PHOSFERINE (Liquid and Tablets)
available in 2 sizes**

No. 1 retails at 1/4 including Purchase Tax

No. 2 " " 3/3 " " "

PHOSFERINE (Ashton & Parsons) Ltd., St. Helens, Lancs.



It's Illegal—

Maybe!—to use a distillation apparatus in one's boudoir without a very special permit. The Field organisation, however, with its scientific planning, permits the products of distillation to be used for all fine perfumery and aids to beauty anywhere. Can we offer you our technical help?

Field



PERFUME COMPOUND SPECIALISTS

FIELD & CO. (AROMATICS) LTD., MOUNT PLEASANT, ALPERTON, MIDDLESEX

Dr. JANSSEN'S BRAND TEA & TABLETS



These tonic remedies for figure fitness are in greater demand than ever. National advertising stimulates this demand and makes them ready sellers. Supplies are readily available. If you want to share in this demand write for details of prices and packings.

● Wholesale distributing agents are wanted in most areas throughout the country.



Dr. JANSSEN LTD
52, BAKER ST LONDON, W.I.

CELLON SERVICE

FOR INDUSTRIAL WELFARE

FOR HEAD LICE CELETANE

(Regd.)
Medicated (Lethane) Hair Oil—N.W.F.
Undetectable in use. Rapidly effective.

FOR SCABIES BENZELIA

(Regd.)
Benzyl Benzoate—25%

An emulsion of high efficiency, extremely effective in the treatment of this infestation.

Further information, samples and prices upon request
KINGSTON-ON-THAMES
KINGSTON 1234 (5 lines)

CELLON LABORATORIES

LIMITED

cvs-37b

When the Shelves are full again . . .

See to it that your goods "pack a Sales-punch." When the customer once again has freedom of choice, ensure success by specifying

. . . SIDAC

CELLULOSE
TRANSPARENT WRAPPING

Send your enquiries to:—

BRITISH SIDAC LTD. Works: **ST. HELENS, Lancs.**
Southern enquiries to: 12 Upton Rd., Downham Rd., N.1



*When packing or
purchasing Toilet or
Medicinal Preparations
see the bottle is sealed
in the best way—
i.e. by a cork—the
natural closure.*

We, G. D. TRADING AND
ENGINEERING CO. LTD.,
regret to announce that we
have inadvertently supplied
some sun glasses bearing
the label "Chance's Crookes
Lenses" instead of bearing
a label marked "Crookes
Lenses."

We are informed by Chance
Brothers Limited, that such glasses
were in fact not made by them nor
did the glasses in question have the
specific ultra violet absorption pro-
perties nor contain the rare earth
oxides which are essential features
of Chance's Crookes Lenses.

Elastoplast

TRADE MARK

BANDAGES & PLASTERS

Advertised to the
Medical Profession

T. J. SMITH & NEPHEW, LTD.

NEPTUNE ST., HULL

IMMEDIATE DELIVERY FOR EXPORT

BROTEX (Registered)

ALUM ANTISEPTIC BLOCK & HANDY STYPTIC PENCILS

"KINGDOM" PINE DISINFECTANT BLOCK.

Samples & prices available from the Manufacturers:

BROTEX PRODUCTS LTD.

49a, Grayling Road, London, N.16.

Telephone: Stamford Hill 3956-7777.



BIOLOGICAL MBL PREPARATIONS

THE QUALITY OF ALL MBL PRODUCTS IS ABSOLUTELY IDENTICAL WITH THAT OF PRE-WAR PREPARATION

because of our heavy purchases immediately before war broke out. Our stocks are still considerable and the high MBL standard will be fully maintained.

THERE IS NO SHORTAGE OF ANY OF OUR PREPARATIONS

					Retail Prices	CHEMISTS' PRICE					
						Per unit			Per dozen		
					(inclusive of Tax)	Net	+	Purchase Tax	Net	+	Purchase Tax
ANTIPEOL											
OTMENT	4 oz. tube ...	...	...	...	6/8½	4/2½	+	8½	50/5	+	8/5
	40 gr. " ...	...	...	...	3/4½	2/1½	+	4½	25/3	+	4/3
	20 gr. " ...	...	...	...	1/10½	1/2	+	2½	14/-	+	2/4
LIQUID	40 c.c. bottle	...	...	...	3/4½	2/1½	+	4½	25/3	+	4/3
CHTHALMO-ANTIPEOL											
2 oz. Nozzled Tube	...	...	...	...	3/4½	2/1½	+	4½	25/3	+	4/3
PRINO-ANTIPEOL											
2 oz. Nozzled Tube	...	...	...	...	2/9½	1/9	+	3½	21/-	+	3/6
PETEROFAGOS (ORAL AND INJECTABLE)											
Box of 50 ampoules	...	...	...	...	19/-	13/3½		None	159/7		None
10 "	...	...	...	...	4/3	3/-		None	35/8		None
5 "	...	...	...	...	2/6	1/9		None	21/-		None
PENTENSYL											
Box of 500 tablets	...	...	...	...	39/-	24/-	+	4/-	288/-	+	48/-
Box of 50 "	...	...	...	...	4/5½	2/8½	+	5½	32/4	+	5/3
ST. JAMES' BALM											
Box of approx. 2½ oz.	...	...	...	...	2/10	1/11	+	4	22/6	+	3/9
" 1 oz.	...	...	...	...	1/5	11	+	2	11/3	+	1/11
" ...	...	...	...	...	1/2	9	+	2	9/-	+	1/6

Carriage paid on all orders of 1 dozen or £1 and over.

Terms: NETT, Monthly Account.

MEDICO - BIOLOGICAL LABORATORIES LTD., LONDON, S.E.25

HAVE CONFIDENCE IN

Sojan

PATRICK, JAMES & CO. . . KINGSTON-ON-THAMES

Distinguished Cosmetics

BUTICAKE powder block in 4 delicate shades **32/6d.** per dozen.

LIPSTICKS in beautiful metal twist base cases
(7 colours) **29/-d.** per dozen.

LIPSTICK REFILLS **72/-d.** per gross.

PERFUMES

4 dram assorted floral perfumes **24/9d.** per dozen.

8 dram assorted floral perfumes **30/9d.** per dozen.

Old English Lavender - 1 oz. - **14/-d.** per dozen.

Eau-de-Cologne - 1 oz. - **14/-d.** per dozen.

'Old Rectory' English Lavender
and Eau-de-Cologne in magnificent
individual pack - 6 ozs. - **117/-d.** per dozen.

PURCHASE TAX 100% EXTRA.

5% discount for cash with order, for immediate delivery per
passenger train, free delivered for Xmas, otherwise strictly
nett, seven days.

Phone: KIN 8183

Cables: PAJAM KINGSTON

PATRICK, JAMES & CO. . . KINGSTON-ON-THAMES

FENNINGS

FAMOUS FOR OVER 80 YEARS

P.A.T.A.

FENNINGS' FEVER MIXTURE **1/3** a bottle

(If difficult to obtain write direct to Messrs. SUTTON & SONS, 12 Brandon Rd., London, N.7.)

FENNINGS' LITTLE HEALERS

For Coughs, Colds, Bronchitis, etc. **1/3** and **3/-**. Also **6/-** Carton
of 12 Packets, retailing at 6d. each.

FENNINGS' OINTMENT. Demand Steadily Increasing

For Cuts, Burns, Bruises, Chilblains, etc. **1/3** a tin

FENNINGS' WORM POWDERS

FENNINGS' STOMACH STRENGTHENERS... ..

FENNINGS' RHEUMATIC DROPS— **1/3** a bottle

1/3 and **3/-** boxes

Please address orders and inquiries to your Wholesaler

N.B.—FENNINGS' POWDERS (Children's and Adults')

The supply position is improving, and larger quantities will soon be available

PROPRIETORS: THE TRUSTEES OF ALFRED FENNINGS (DECEASED)
COWES, Isle of Wight

PARAGON RAZOR BLADES



No. 4. ACORN



No. 2. SINGLE EDGE



No. 3. STROPPING

SOLE MANUFACTURERS—

THE PARAGON RAZOR CO.
NURSERY WORKS, ELDON STREET, SHEFFIELD, I

TEL.: CANONBURY 3401

BUCKLEY BOWKER TABLET CO. LTD.
PARKFIELD STREET, LONDON, N.1
OVER 40 YEARS PRACTICAL EXPERIENCE

COMPRESSED TABLETS **EVERY KIND**
(BULK or PACKED)

PRIVATE FORMULAS COMPOUNDED BY EXPERTS (Strictest Secrecy Guaranteed)

We have specialised for many years in— **CONTRACEPTIVES** (Special Formulas), **TABLETS** and **JELLIES**

DEMAND for MACAULAY'S INCREASING DAILY!

*Let the Public
see you stock it!*

The public know and remember Macaulay's Family Lung Syrup and value it for the immediate relief which it gives from Coughs, Colds, Sore Throats, etc. The children take it gladly for its pleasant taste. Replenish your stocks **now!**



MACAULAY'S Family LUNG SYRUP

Also Macaulay's Bronchial Tablets, another popular and profitable line, retail at 1/- including Purchase Tax.

Available from your usual wholesaler

WHOLESALE PRICE
11/- Dozen. Plus Tax.
RETAILS AT
1/6
INCLUDING TAX.

Made by ASHLEY & WEEKS LTD., Mitcham Road, London, S.W.17

QUIZ

MARK YOUR TYPE BELOW

	Waiting for supplies which never come.
	Writing to Briccas to get details of how to make Haircreams and Toilet Preparations sold under my own name.

BRICCAS LIMITED

FORTRESS GROVE, LONDON, N.W.5

TELEPHONE: GULLIVER 3474

B.

Gums; Waxes, "Spermaceti" etc. Essential Oils; Lanoline; Petroleum Jelly; Stearic Acids; French Tales; Zinc Oxide; Vanillin Substitute; Triethanolamine; Genuine Lorol Alcohol Sulphonate; Acetic Acid. All Fine and Heavy Chemicals.

HOME and EXPORT

J. J. VIGON & CO., LTD.

30 Fenchurch Street, London, E.C.3.

Mansion House 2034/5

Floral Perfumes

in 16 Varieties

in $\frac{1}{2}$ -oz. sprinkler bottles individually cartoned
25/- per dozen including Tax

Parcel

containing 6 dozen (12 varieties)

£7 10 0 post free

New accounts C.W.O.

HARMAN DIETETIC LABORATORIES LIMITED
109 Cricklewood Broadway, N.W. GLadstone 1084
Write ... Call ... or Phone.

HARRINGTONS
BRAND
ASPIRINS
EXCEPTIONAL PROFIT
EXCLUSIVE PACK
LONDON OFFICE: 2 BERRIDGE Grn. EDGWA

FOR SALE

Several million heat-sealing, moisture proof cellophane bags, size $1\frac{1}{2}$ " x $2\frac{1}{2}$ ". Write
BOX NO. 129/203 C. & D. Office

New lines wanted by London Distributing House with view to Sole Distribution to Chemists, Ladies Hairdressers and Stores. Will purchase if necessary. Large Sales force cover all of Great Britain and right lines will be nationally advertised. Write

British & International Proprietaries, Ltd.

30, Budge Row, London, E.C.4.

OPTICAL TUITION

FOR THE

S.M.C., B.O.A. and N.A.O. DIPLOMA Examination

Particulars:—

C. A. SCURR, F.S.M.C., F.B.O.A., F.N.A.O.
F.I.O., F.C.O., M.P.S.
50 HIGH STREET, BARNET, LONDON, N.

TABLET TUBES

Enquiries invited from Home & Export Buyer

**GLASS CONTAINER CO., 21 HAYES LANE
KENLEY, SURREY.**

Works: 25-27 Mersey Street, Liverpool, 1.

Bronchial, Iodised Throat, Mint Digestive, and Sodamint Tablets in bulk. Aspirins packed 25's and 100's in bottles. Limited quantities available weekly for immediate delivery. For samples and prices write: **THREE CROWNS TABLET CO., 21-25 Derringham Street, Hull.**

MAG. SULPH.

SODA SULPH.

SODA BICARB.

ton lots. Offers to:—
138/519 C. and D. Office

VETERINARY COUNTER PRACTICE

Indispensable to the rural pharmacist. Profitable to the town pharmacist. 10/6 Post Free.

THE CHEMIST & DRUGGIST,
28 Essex Street, London, W.C.2

**BRITISH ALKALOIDS
AND FINE CHEMICALS**



Whiffen

BROMIDES & IODIDES

ATROPINE	CAMPHOR	CAFFEINE
EMETINE	QUININE	SALICIN
STRYCHNINE	NICOTINE	NICOTINIC ACID
MERCURIALS	VERMILION	PRUNELLA
ESSENTIAL OILS	CLOVE OIL	
SANDALWOOD OIL		
EXTRACT OF IPECAC. LIQ.		
DRUG GRINDING		

THEOPHYLLINE

*World conditions may determine availability
of supplies*

WHIFFEN & SONS, LTD.

INCORPORATING GEORGE ATKINSON & COMPANY. ESTABLISHED 1654

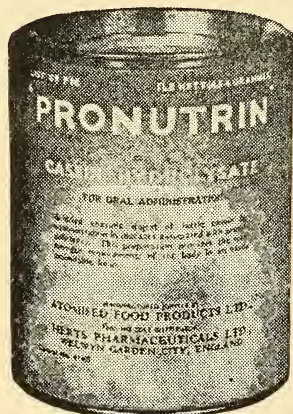
FULHAM, LONDON, S.W.6.

'Phone: Renown 3416

'Grams: Whiffen, London

For Acute and Chronic Protein Deficiency

'PRONUTRIN' provides a readily absorbed source of nitrogen for the treatment of all cases conditioned by a protein deficiency. It contains all the amino acids necessary for human nutrition and is indicated where



there is inability to absorb, digest or ingest protein — for example — before and after surgical procedure; in ulcerative colitis and peptic ulcer; in infantile gastro-enteritis and dysentery; in chronic sepsis and burns and for tissue regeneration.

'PRONUTRIN'

Trade Mark Brand

CASEIN HYDROLYSATE

Available in 1-lb. tins.

Full details and literature will gladly be sent on request.

HERTS PHARMACEUTICALS LIMITED

WELWYN GARDEN CITY, HERTS.

Telephone Welwyn Garden 3333

Scottish Depot . . . 5a Royal Exchange Square, Glasgow

M14

